



BUSINESS DEVELOPMENT EXECUTIVE (Attleborough, NR17 1QD - Permanent)

Do you have an interest in building a career with a leading UK manufacturer of office furniture and have quality and commitment to service at the heart of all you do? Then this might be the role for you...

This role has arisen as we are growing our BDE team. Joining our Company will give you a great opportunity to develop sales activities and help us realise our ambitions.

Key duties

- Plan and prioritise sales activities, whilst managing a business portfolio.
- Generate new business and cultivating relationships.
- Manage product/service mix, pricing and margins according to agreed aims.
- Plan, carry out and support local marketing activities.
- Respond to and following up sales enquiries using appropriate methods.
- Attend and present at external customer meetings and internal meetings as required.
- Proactively generating new business and cultivating relationships.
- Actively maintain and develop existing customer base.
- Actively seeks achievement of revenue and profit in line with Company values.

Must haves

- Experience and proven success gained in a sales environment.
- Commercial awareness.
- Experience of providing excellent customer service skills.
- Ability to organise and prioritise workload.
- Strong negotiation and problem solving skills.
- Experience of analysing information to identify trends and issues.
- Good understanding of MS Office and ideally specialist sales packages.
- Flexibility to travel to meetings across the UK on an occasional basis.
- Belief in our Company values of integrity, commitment, development, accountability and teamwork.

We offer

- **Hours:** Full-time Monday to Friday, 08.30 am to 17.00 pm, however consideration will be given to part time requests (between 24 – 28 hours per week).
- **Salary:** Competitive salary plus commission.
- **Benefits:** Nest pension and Death in Service insurance.
- **Location:** Based in Attleborough, Norfolk. Some travel may be required.

How to apply

Please email a copy of your CV to recruitment@leeandplumpton.co.uk.