

Job Description

Job Information	
Job Title	Sales Development Manager
Business	Buildbase
Reports to	Regional Sales Manager

Job Summary

To manage and develop an existing ledger of customers while introducing new sales opportunities within a designated area to establish strong commercial relationships which generate revenue to exceed targets.

- Typical Tasks & Activities**
- Meet and exceed agreed sales and margin targets
 - Work in partnership with a designated number of branches, maximising sales and margin
 - Establish excellent working relationships with customers and branches
 - Act as an external ambassador and capitalise on Buildbase’s reputation and extensive product range
 - Continually update product knowledge and share with customers to maximise sales and margin
 - Support the branch to identify dormant and declined business opportunities
 - Promote our Customer Promises
 - Identify and negotiate business opportunities with new and existing customers
 - Identify and promote other product offerings from our complete business, including Hirebase and Electricbase
 - Keep all administration up to date on an IT platform
 - Work with key suppliers to target potential opportunities
 - As and when required, cover business critical requirements
 - Own and maintain flexible time management, organisation, planning and support
 - Contribute to the overall sales force

Skills & Experience	
Essential:	Desirable:
<ul style="list-style-type: none"> • A strong background in sales roles 	<ul style="list-style-type: none"> • Experience of working within a Builder’s Merchants

<ul style="list-style-type: none"> • Previous experience of delivering profitable growth • Excellent organisational skills • Strong personality, ability to take ownership, make big decisions and ensure that they deliver the required results • Strategic thinker who is able to visualise opportunities and implement processes to deliver benefits • Strong influencing skills with energy and enthusiasm to build strong customer relationships. 	
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Our Winning Ways
<p>Know Your Stuff</p> <ul style="list-style-type: none"> • Be the best at what you do and understand your customer <p>Don't Walk Past a Problem</p> <ul style="list-style-type: none"> • Make it a safe place to be • Ask for help if you need it • Take action to get things sorted <p>Find a Better Way</p> <ul style="list-style-type: none"> • Think differently and share new ideas • Make smart choices <p>Build Trust</p> <ul style="list-style-type: none"> • Listen with an open mind • Respect everyone • Keep your word <p>Team up and Beat the Competition</p> <ul style="list-style-type: none"> • Help others to be successful • Celebrate achievements • Work as one Grafton Team <p>Be our Customers' Favourite</p> <ul style="list-style-type: none"> • Go the extra mile • Be attentive • Make them feel valued