

Job description

Job title: Business Development Manager

Location: Surrey and South East

Salary: £35-£40'000 with 20% bonus, company car or car allowance and negotiable benefits

Ref: 16332



LAWSON PRICE CONSULTANTS

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Our client is a well-established creative business with an excellent reputation for high quality work in design, print, personalisation, database management, mailing and distribution and e-procurement; they are a thriving company working with clients that are household names as well as more ordinary businesses and they're growing organically and by diversification and because of this they want to add a successful and experienced sales person to an established and stable team.

The successful applicant will be responsible for winning new business and then keeping and growing each relationship into one that's permanent and ongoing. You'd be expected to work a database of past contacts and handle incoming enquiries as well as utilise your own skills and initiative to create openings and opportunities. In addition to your own sales responsibilities, there's the option to help recruit, train, manage and motivate a junior field sales executive if sales management is an ambition.

The ideal candidate will have a demonstrable track record of new business generation in a field sales environment, account management skills, warmth of personality and professionalism. Any knowledge of the creative markets such as print or design would be a bonus rather than an essential.

In return, our client can offer a secure future as part of a dynamic and growing team, with opportunities for professional and personal development.

All applications will be dealt with in confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk