

Business Development Manager West Midlands & South Yorkshire

Fortus England & Wales is on an exciting journey; due to growth and acquisitions we're now part of a 100m turnover Group with 11 Trade Counters in the UK and our aim is to become Europe's number one Security Distributor. We have recently set up a new 27,000 sq ft Central Hub in Letchworth that will hold £8m worth of stock and is home to our office teams.

As a result of recent moves, we are looking for highly experienced, dynamic, and results-driven Business Development Managers to cover South Yorkshire via our Sheffield Branch and the West Midlands via our Birmingham Branch. Candidates would ideally be currently working as a Business Development Manager or Field Sales Account Manager and be an experienced Salesperson with a proven track record. Experience in the Security Distribution sector would be preferable but not essential.

The successful candidates will work very closely with the Branch Director and branch team to identify new business opportunities along with growing existing accounts, you will enjoy being hands on putting your selling and relationship management skills to good use. You will have a shared target with the Branch Director to ensure the Branch achieves growth and additionally targeted on generation of new business which also adds to the branch sales figures.

The Role & Key Responsibilities:

- Maintain and develop long term relationships with existing customers via face-to-face meetings, telephone calls and emails; develop these to achieve agreed revenue targets.
- Work with an assigned branch to support growth and customer support.
- Identify and visit potential new customers for new business.
- Make accurate, rapid sales calculations, negotiating and providing customers with pricing documentation.
- Segment and create area plan to ensure focus on the customers in the area who create growth.
- Gather market and customer information and providing feedback on future buying trends.
- Maintain and update tracking systems to ensure your pipeline is followed up in a timely manner and future work is developed to the full potential.
- Represent FORTUS at trade exhibitions, events, and presentations.
- Assist with the launch of new product introductions and Marcom campaigns.
- Review your own sales performance with the aim to meet or exceed targets.
- Work closely with the Internal Sales Team to co-ordinate sales efforts, resolve customer queries and maintain excellent customer service.

Knowledge, Skills & Experience Required:

Essential

- Minimum 2 years Field Sales experience.
- Demonstrable track record in sales, must be able to provide details.
- Experience selling technology hardware, not software solutions, and being able to combine technical knowledge with sales skills.

- Excellent selling, communication, and negotiation skills both verbal and written (fluent in English).
- Track record of Account Management and Business Development, demonstrable success managing accounts of £50k or more.
- Strong prioritisation skills and ability to manage own workload.
- Excellent relationship management skills building quality accounts.
- Strong attention to detail.
- Have your own car and a full UK Driving Licence

Desired

- Security and Distribution sales experience.
- A passion for technology.
- Good working knowledge of Microsoft office

What we can offer you:

It's an exciting time to join as we have big plans, you will work 09:00 to 5:30pm Monday to Friday with significant travel involved.

- Competitive Salary and OTE dependent on experience
- 25 days annual leave plus bank holidays
- Company laptop, mobile phone and Mileage
- Auto enrolment pension scheme
- Excellent opportunities for progression.

Location: Remotely with designated regional area

Interviews: ASAP

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