

BUSINESS DEVELOPMENT MANAGER – NEW DEALERS

LOCATION: Runcorn, Cheshire, United Kingdom

JOB DESCRIPTION:

We are currently in search of a **Business Development Manager – New Dealers** to join **Kawneer UK Ltd.**

We are looking for people who share our values of integrity, inclusion, and diversity, and who demonstrate agility, results commitment, and the capability to grow themselves and others. In return, we offer the opportunity to Grow Together with ongoing opportunities for professional growth provided by a constantly changing environment, working alongside employees who value the people they work with just as much as the work they do.

We're looking for a new Business Development Manager – New Dealers to introduce additional resource into the sales organisation dedicated to the introduction of New Dealer capability in the shop front, industrial and door markets to drive “transactional” revenues.

The successful candidate will be responsible for the identification and introduction of New Dealer capability to drive short term sales revenues within corporate policies and accepted professional standards, in order to contribute to business objectives.

RESPONSIBILITIES:

Primary Responsibilities:

- Identify new Dealers in the shop front, industrial and door markets to drive short term revenues for the business.
- Agree appropriate standard discount structure with each Dealer to allow us to achieve the targeted revenues.
- In conjunction with the technical team ensure that the Dealer has the appropriate tooling in place and is adequately trained to allow them to manufacture our products.
- Maintain constant review of order intake/project conversion and implement recovery plans in the event of a variance to budget.
- Submit an accurate 3 month rolling forecast of order intake expected.
- Submit a weekly report to the Sales & Marketing Director, summarising activities.

QUALIFICATIONS:

Knowledge and Experience:



- Minimum of 5 years sales/estimating experience in the curtain walling industry.
- Strong Influencing and negotiating skills.
- IT literate.
- Proven Track Record of new Customer development.

[Please follow this link to apply.](#)