

Business Development Manager

The Company:

Tibbetts Group is a family-owned business established over 37 years ago, with approximately 130 employees across 4 locations. The business has a global customer base with revenues exceeding £50m.

Role Overview:

This is a fantastic opportunity to join a long established and respected business supplying fasteners and fixings to the construction industry. Now part of an industrial group of companies, the business continues to grow. This is a field-based sales/business development role selling a high quality range of specialist products to roofing & cladding contractors, distributors, and system providers across the UK.

Key responsibilities include:

- Visit current customers regularly face to face to maintain and develop sales
- Identify and convert new prospects to grow market share
- Understand the construction application and requirements of the customer and then identify the appropriate products for the specific application
- Work closely with customers ensuring they are aware of the range on offer whilst having the technical knowledge and information required to make the correct purchasing decisions
- Identify opportunities and range gaps, and develop new product solutions with the product management team to bring to market
- Offer technical support to contractors/third parties and deliver appropriate training and technical information as and when required
- To understand and look for strategic opportunities with potential customers and third parties and delivery strategic proposals to support these opportunities
- Follow up office produced quotations promptly and efficiently
- Liaise with Marketing and Sales management to ensure all market trends and new service requirements are communicated
- Monitor and maintain quotation log/funnel
- Ensure all customer queries are resolved efficiently and effectively

Skills & Experience:

- Experienced in selling fasteners within the construction industry
- Network of existing contacts within the roofing and cladding industry advantageous
- Meticulous attention to detail and used to effectively managing customer led projects
- Demonstrate an ability to negotiate and influence others both internally and externally
- Excellent interpersonal skills and the ability to communicate well with others
- Self-motivated and ambitious with good commercial acumen
- Excellent organisational skills with the ability to be flexible, multi task and prioritise
- Proficient in the use of MS Office (PowerPoint, Word and Excel)

www.tibbettsgroup.com/careers

Job Vacancy

The Benefits:

- Annual bonus scheme
- Long service incentives
- Stakeholder Pension scheme
- Life insurance
- Cycle Scheme
- Health shield cash plan scheme
- 23 days annual leave rising to 25 days on 5 years' service + bank holidays
- Holiday buying scheme
- Excellent modern new facilities

Additional Job details:

- Application deadline – 31st January 2022
- Hours – 39 hrs per week Monday to Friday
- Location – Field based (ideally Midlands) with two days per week onsite at our Atcham office, Nr Shrewsbury

If you would like to apply, please send your CV along with a cover letter to:

hr@tibbettsgroup.com