

Business Development Manager

Position:	Full Time (40hrs pw)
Reports to:	General Manager
Salary:	£40k-£50k (Dependent on qualifications and experience) Annual Company Bonus/Commission
Vehicle:	Company Car <u>or</u> Vehicle Allowance - 45p a mile (10k miles) 25p additional Miles
Holiday:	20 Days holiday, additional day given for each year of employment up to a maximum of 25 days. (Buy back scheme available on request)
Based:	Various: Company Head Office, Damery Works GL13 9JR, Home, Client Sites

Job Overview

Primary Water Solutions are experts in water hygiene, water treatment, and Legionella risk management services. We work with a diverse range of clients in both the public and private sectors.

The Business Development Manager will be a motivated individual who is results driven. You must have a good working knowledge of the Water Treatment Industry and have a clear understanding of current Codes of Practice, British Standards, Guidance's, HTM's etc.

You will be experienced in selling Closed System contracts, Engineering aspects of Water Treatment, Chemical dosing control and chemical products, Steam Boiler water contracts, Closed system analysis, dosing control equipment & Legionella Control

Your focus will be to identify, target and approach new business in your region, and further afield into national regions. You will generate your own appointments, manage your own diary and be able to offer a consultative sales and Duty of Care approach to clients, to ensure targets are achieved for commissions payable, in line with our current scheme.

This position can be performed remotely with occasional office visits as required.

You will work closely with internal teams to ensure seamless project delivery and client satisfaction.

Key Responsibilities

- Prospecting and business development to achieve set targets.
- Managing existing and new contract base
- Preparation of quotations, reports using the company contract management system (ServiceTracker)
- Providing technical advice
- Advising Duty of Care

- Assisting with our electronic logbook system
- Visiting sites and dealing with any issues appropriately
- Building and maintaining a good relationship with clients/customers
- Working with the General Manager in developing a comprehensive marketing plan to include the development of the company website and social media opportunities.
- Dealing with sales enquiries
- Dealing with sample reports and non-conformances
- Maintaining good client relationships
- Work with the PWS management team in developing our current CRM system.
- Create, maintain, update customer databases

Person Specification

Experience

- Minimum 3 years' experience in a similar role
- Experience in the Water Hygiene and Water Treatment Industry
- Understanding of Legionella Risk Assessments and Legionella Training
- Demonstratable experience within health and safety, particularly water safety
- Proven experience and history of B2B sales
- Strong logistical thinking and attention to detail
- Methodical and well-organized approach
- Proficiency in Microsoft Office tools

Qualifications:

A sales role is open to all candidates, but a degree or HND in the following subjects maybe particularly useful:

- Business
- Sciences
- Engineering
- Health and Safety

Skills:

You will need to have:

- Excellent communication skills, both verbal and written
- Strong customer-facing skills
- Ability to work strategically and pay attention to detail
- Exceptional IT skills
- Proven ability to work well under pressure
- Confidence in achieving B2B sales targets
- Full UK driving license.