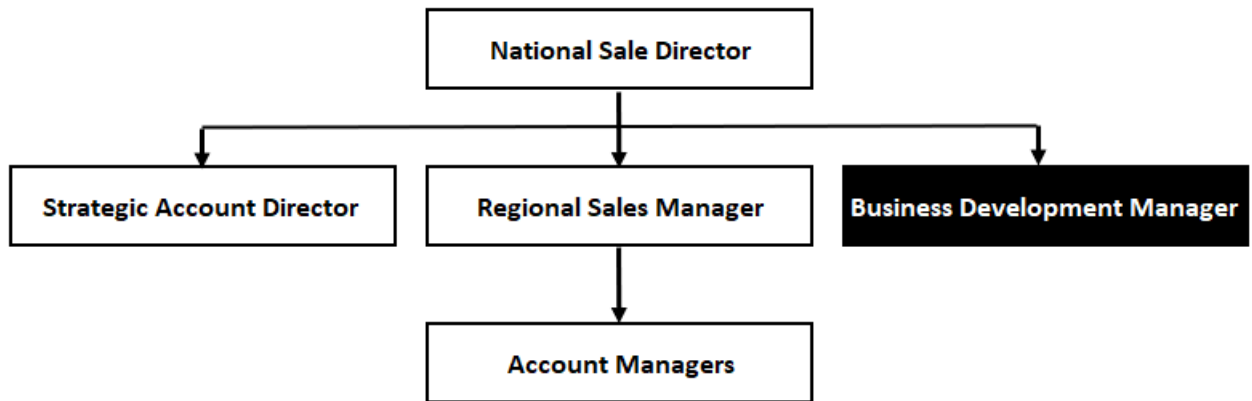




## Job Description / Specification

<b>Job Title:</b>	<b>Business Development Manager</b>
<b>Reporting to:</b>	<b>National Sales Director</b>
<b>Department:</b>	<b>Sales</b>

## Organisational Structure



## Purpose of the Position

To increase sales within the lighting retrofit market across the UK, by developing new customer sectors.

## Key Responsibilities

- Implementation and development of the UK sales strategy within the lighting retrofit market under the Relight brand.
- Work in collaboration with members of the Senior Leadership team and Regional Sales Managers to develop new customers and accounts initially across end users and facilities management providers.
- Develop new target customers from a prospect to an advocate driving revenue growth across both products, solutions and services.
- Develop senior relationships within the target customers and influencers promoting the business proposition to differentiate and enhance the relationship.
- Deliver the business proposition to relevant stakeholders especially around the sustainability principles of the business and solutions promoted in the market place.
- Identifies market developments and trends to enable the business to continue to lead the industry.

<b>Specific Skill Requirements</b>		
	<b>Essential</b>	<b>Desirable</b>
<b>Education / Technical Skills</b>	<ul style="list-style-type: none"> <li>• New business development experience</li> <li>• Proven track record of developing successful new business.</li> <li>• +5years sales experience gained within the built environment.</li> <li>• Proven track record of achieving / exceeding sales targets.</li> <li>• Senior relationship communicator.</li> <li>• Utilisation of social media such as LinkedIn.</li> <li>• Driving license</li> <li>• IT Literate</li> </ul>	<ul style="list-style-type: none"> <li>• Worked within or previous developed new business with facilities management providers.</li> <li>• Lighting knowledge</li> <li>• Delivered sustainability propositions.</li> </ul>
<b>Behaviour</b>	<ul style="list-style-type: none"> <li>• Demonstrate ability to work in an organised manner that enables achievement of deadlines.</li> <li>• Is self-motivated but works well within a team collaborating with internal stakeholders.</li> <li>• Ability to demonstrate good interpersonal skills, quickly building strong lasting relationships with key internal and external stakeholders.</li> <li>• Is influential with a charismatic approach to driving achievement of target.</li> <li>• Demonstrates a high level of resilience with the ability to stay focused and calm when under pressure.</li> </ul>	<ul style="list-style-type: none"> <li>• Experience of solution selling.</li> <li>• Demonstrates the ability to seek new opportunities and revenue channels.</li> </ul>

<b>Written By:</b>	<b>Phillip Lever</b>	<b>Date: Feb 2023</b>
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