



## **Business Development Manager.**

### **About SafetyNet Solutions.**

SafetyNet Solutions are a manufacturer and supplier of visitor, contractor, and staff identification.

We are recognised as the pioneer of software solutions for the visitor management marketplace and supplement this with a full range of in house printed solutions, accessories, and consumables.

Alongside our comprehensive printed paper offering is our core visitor management solutions SkyVisitor. This market leading software is unique and technically innovative, it encapsulates all our knowledge in the visitor management market to provide a scalable, easy-to-use visitor management system.

### **Overall Purpose of Role.**

Due to the on-going success of our growing business we are looking to expand our sales team by recruiting an experienced and customer focused Business Development Manager to join our team.

In this fast paced, target driven role, you'll be responsible for sourcing and pursuing new lines of business in order to maximise revenue, implement sales plans, build a profitable pipeline and achieve set targets.

This role will require you to be analytical thinker with a solutions-based approach to selling.

### **Responsibilities of the Job.**

- Selling products over the phone or face to face.
- Reaching out to customer leads through cold calling.
- Service existing accounts, obtain orders, establish new accounts by planning and organising daily work schedules.
- Visiting clients and potential clients to evaluate their needs or promote products or services.
- You will be able to communicate the value of products and the USP of SafetyNet Solutions in order to cultivate strong relationships with customers from first contact until you close the deal.
- Maintain a high level of customer service and ongoing after sales support.
- Build a short, medium and long-term sales pipeline of opportunities to the level required by the business.
- Monitor competition by gathering current marketplace information on pricing, products, new products and delivery schedules.
- Develop and implement sales and marketing strategies.
- Achieve agreed sales targets and outcomes within a schedule.



### Requirements of the role.

#### Education:

- Minimum degree level.

#### Experience:

- 3 year's minimum sales experience.

#### Skills:

- Relationship management skills.
- Highly motivated and target driven with a proven track record in sales.
- Able to work in a fast paced environment.
- Strong Microsoft Office skills: Email, Word and Excel.
- Knowledge of CRM is desirable.
- Solid ability to create leads as well as manage incoming enquires.
- Deal with customers over the phone as well as face to face.

#### Personal Skills:

- Excellent written and verbal communication.
- Good commercial awareness.
- Prioritise own workload.
- Self-motivated.
- Team player.
- An ability to thrive in an empowered self-management approach to your work while remaining accountable for results.

### Package Information.

#### Working Hours:

- 37.5 hours a week, Monday to Friday (9.00am – 5.00pm).

#### Job Type:

- Full time, permanent.

#### Location:

- Crewe, Head Office.