

Job Detail

Reference No. : SEN0002
Position : Business Development
Job Type : Full time
Department : Sales
Job Location : Manchester
No of Opening : 1
Education : 1
Experience : Contract or facility management

Job Description Comments :

The Company

Sentrex Support Service UK Ltd is a rapidly expanding contract cleaning and Facility Management Company we are looking to recruit a 1st Class Business Development Manager For the Manchester and The North West

The Role

- Selling cleaning contracts into commercial organisations
- Provide customer solutions and develop relationships to a variety of clients
- Skilled in communicating with clients up to board level
- Identifying opportunities and negotiating and closing multi-site contracts
- Manage relationships with existing clients to maximise sales revenue
- Responsible for all stages of the sales process, from cold calling to negotiating and closing the sale

The Candidate

- Excellent communications and presentation skills at board level is essential
- Target driven, self-motivated and experienced in putting together contract cleaning proposals
- Able to work on your own initiative and integrate well with the team
- Sold commercial cleaning contracts over 50k
- Experience within both new business development and account management
- Able to demonstrate that you can work under pressure and deliver business against sales targets

- Prepare PQQ bids and electronic tendering
- Able to self-generate own leads
- Solution based, and ready to hit the ground running, a proven track record in hitting and exceeding targets.
- Resilience is key in a tough market, and the role will be challenging, but rewarding.

The Reward - Fantastic for the Right Person

You will receive a basic salary of around 20k - 40k based on experience, with uncapped commission plan, excellent benefits and genuine opportunities for career progression to director level and profit share