

1. JOB DETAILS

Job Title: Business Development Manager

Responsible to: Managing Director

Location: Rochdale Office

2. JOB PURPOSE & OBJECTIVES

- Proven sales professional with experience in construction equipment sales, 5 years minimum experience, excavators preferred.
- Looking for a self-motivated individual with real ambition to develop and expand sales for one of the world's leading construction equipment brands.
- A flexible team player for the company, we are looking for a professional who will be responsive to both our company and customer requirements.
- The role is to develop, build, and maintain new business opportunities.
Your business development skills will be used to identify and convert new business and potential for new products and accessories.
- The Business Development role will complement the existing team to maximise sales and revenue growth from both existing account customers and a new business development.
- Based in Rochdale and covering the whole of the UK.

3. MAIN DUTIES AND RESPONSIBILITIES

- Daily communication and support to direct and national accounts.
- Develop new and existing sales relations with large regional and national accounts.
- Identify and develop new customers for full Takeuchi range.
- Identify key decision makers and quickly build the trust to close opportunities successfully.
- Develop appropriate sales plans to ensure that sales are achieved and where possible exceeded.
- Deliver confident presentations/demonstrations of the product range
- Assisting UK Sales Manager and other dealer sales staff as required, in promoting attachment products and parts.
- Develop potential business for attachments sales complementary to Takeuchi range
- Negotiating on price, delivery and specifications with customers by consulting with MD and sales manager.
- Ensuring maximum profit levels are met, to meet sales targets.
- Forward order reports from potential business customers.
- Accurate sales forecasting for future attachment orders to our suppliers.
- Effective communication with HO about market, competitor information and HO orders.
- Carry out market research, competitor and customer surveys as required.

4. BENEFITS

Competitive rates of pay.
Company contribution to Pension Scheme.
Free access to professional services under Employee Assist Program.
Laptop, mobile phone, company car.

5. ESSENTIALS

Sales and Presentation Training.
Honest, reliable, trustworthy, good timekeeper.
A positive team player, with tenacity, bringing a pro-active and 'Can Do Attitude.'
Ability to work on own initiative and to be co-operative and flexible.
Customer service focussed and the ability to communicate at all levels.
Full driving licence and safe driving record.
PC literate, MS Office - Word, Excel, PowerPoint.

6. APPLICATION

Candidates, please submit your application complete with CV online.

Submit CV via the Online Careers Form on the Takeuchi UK website
<https://www.takeuchi-mfg.co.uk/careers/>

Alternatively email direct with a cover letter and CV to
Takeuchi HR on info@takeuchi-mfg.co.uk