

We are looking for a self-driven and highly motivated Business Development Manager based in the South West of England region to join our professional Sales division

Reporting to the National Sales Manager, the role requires management of a geographical region in line with an agreed business plan, seeking and developing new business whilst retaining existing in order to meet/exceed the set monetary and business-related targets.

Providing the highest level of customer service with a can-do attitude while developing lasting customer relationships whilst promoting the company's professionalism and ethics.

It is a highly visible position at the forefront of our ever-growing Assisted Living and Health Care Division,

Key Responsibilities:

- Maintain existing customer loyalty by providing an excellent Customer Experience.
- Identify emerging business and market shifts while being fully aware of new products and competition status.
- Attend and participate in trade exhibitions.
- Be responsible for your area's development and growth through traditional and evolving multimedia channels.
- Provide necessary services to achieve the order; e.g. product/system demonstrations, surveys, quotations, drawings etc.
- Achieve set sales targets with maximum available margins.
- Develop a clear understanding of the Legrand Care Aid Call offer along with its' key functions and features.
- Maintain all necessary customer, sales activity and sales status information within Salesforce.
- Work closely with RSE's and the Internal Sales team to affect the prompt processing of all sales related tasks.
- Attend pre-install meetings with Engineering Contractors and Company Project Managers to assist the smooth running of large installations.
- Build appropriate trade relations.
- Safeguarding the company's interest
- Abide by the Legrand Core Values and Code of Ethics and strive to meet and exceed the Group's Corporate Social Responsibility (CSR) commitments.

Job Competencies/Key Skills:

- Product knowledge in the Nurse Call arena including Telecare
- Excellent customer service/relationship skills.
- Good presentation skills
- Good in person and digital medium presentation skills
- Well-developed communication and interpersonal skills and able to deal with people at all levels both in and outside the business.
- Excellent time management and project management skills
- Well organised and able to prioritise and multitask
- Excellent communication skills
- Ability to mentor and man-manage others
- Ability to negotiate effectively
- Strong business sense and industry expertise
- Self-motivated and able to work using own initiative

- A team player both confident and professional
- Practical and adaptable.

Conditions:

- Reporting to: Scott Robinson – National Sales Manager
- Hours: Monday to Friday, 09:00Hrs – 17:00Hrs (The job requires flexibility around working hours)

Base Location: Home Based - preferably South West, although other Southern Regions of England will be considered

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- Type of role: permanent – subject to 6 months probationary period
- Salary: discuss during interview – competitive (depending on experience)
- Bonus/Commission: available
- Company mobile phone and laptop, company car, home office equipment
- Group Personal Pension Plan: either 4.5% or 5% employer contribution available from start day
- Holidays: 25 days/year (excluding Public Bank Holidays)

An annually specified number of days must be reserved from your Company holiday entitlement to be taken during the Company's Christmas/New Year shutdown period (shutdown dates are published in advance of each holiday year)

Other Benefits: Employee Assistance Programme, Life Assurance, Staff Sales, Eyecare Vouchers, Flu Vaccination, Healthcare Cashplan, Hotel and Car hiring discounts, Holiday purchase up to 3 days, online training, Long Service Awards, Enhance Maternity and Paternity Scheme; Comprehensive Special & Bereavement Leave schemes, Healthcare Services (24/7 GP service, mental health support, wellbeing services) with AIG Smart Health, Occupation Sick Pay,

Applications by CV and covering letter to:

scott.robinson@legrand.com

Closing Date: N/A

Legrand UK is committed to Equal Opportunities and Diversity

Please note: "Research has shown that some under-represented groups in the electronics industry tend to apply only if they meet every single requirement. Here at Legrand the desire to learn and the willingness to solve problems are more important to us than your experience on paper. We encourage you to apply even if you do not think that you tick all the boxes - thinking outside of such boxes and embracing the diversity of mindsets and backgrounds is what we believe makes our teams thrive."