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<https://jobs.coepirecruitment.com/job/business-development-manager>

## Business Development Manager

### Description

Our Client is looking for a BDM (New Business)

Supplying local and international fresh produce, serving customers across the country – from Wiltshire to Hampshire, their customers include Restaurants, Hotels, Care homes, Retail outlets etc.

They are now looking for a Business Development Manager to grow Swindon, Bath and Bristol, this will include car allowance, mobile and laptop.

Ideally you will be based within the geographical area and have very good understanding of potential customers in your surrounding areas.

### Description:

- Pursue new business opportunities
- Develop a comprehensive understanding of the products and services that we provide
- To find New clients through various channels, cold calling, face to face, meetings etc
- Build and maintain a robust pipeline of leads and opportunities
- Maintain a strong sales forecast and monitor progress against weekly/monthly/quarterly/annual targets set by the Sales Manager
- Maximising profits, upselling and utilizing others within the business to grow accounts
- Must provide exceptional customer service to clients

### Qualifications

#### Experience Required:

- Must be able to build relationships with customers at all levels and possess strong negotiation skills
- The ability to demonstrate sourcing and winning new business
- Must have strong sales experience
- Initiative, drive and enthusiasm, a self starter who is hungry and thrives on winning new business
- Working with Fresh produce would be an advantage but not essential

### Job Benefits

Car allowance, mobile and laptop.

Commission payments.

Company events.

Company pension.

### Contacts

### Date posted

15 August 2023

### Base Salary

£ 35,000 - £ plus commission

### Job Location

Swindon, Bath, Bristol areas

### Working Hours

Various

### Beginning of employment

ASAP

### Duration of employment

Permanent

### Employment Type

Full-time



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