

Regional Sales & Development Manager

Sales & Development Manager (Central England)

Sector: Defence, Space, Industrial and Instrumentation

Package: Basic Salary up to £40,000 (negotiable on experience) plus Bonus/OTE up to £50,000,
Company Car/Allowance & Company Benefits

The Company

Barum & Dewar is an established, values led and market leading full-service packaging solutions partner based in the UK that provides an end-to-end service for the design, development and manufacture of bespoke packaging solutions. Clients operate in a variety of challenging and demanding sectors such as Defence, Space, Offshore, Instrumentation and Industrial where fit for purpose packaging is crucial. Expectations across the whole of our business from engagement to delivery are of the highest order.

The Role

As a result of continued growth we are seeking to recruit a Regional Sales and Development Manager to cover the Midlands area and beyond. The role will include some account management of existing accounts but will best suit someone with the drive and ambition to seek and open new business within what is for B&D a largely underdeveloped region. We have a reputation build over more than 25 years for delivering innovative and cost effective packaging solutions delivered with exceptional levels of engagement and outstanding client service.

Working remotely, the role will position you as the key point of contact for clients in this Region with responsibility for identifying new business opportunities, expanding existing relationships and promoting Barum & Dewar as the go to partner in product protection.

Key Responsibilities

Reporting directly to the Managing Director, your role will include the following key responsibilities:

- Develop and implement an agreed business development plan for this Region
- Manage and grow existing client accounts building close relationships at all levels
- New business generation - identify and open new client accounts
- Build relationships through a consultative sales process introducing wider support services offered by B&D such as technical design, logistics, manufacturing and sourcing
- At all times seek to enhance the reputation of the business whilst ensuring the core values we operate by are upheld

Your profile

We invite applications from those who seek an opportunity to develop and grow within a highly respected and ambitious company. Proven experience of external / field based B2B sales with a consultative approach and the ability to develop strong relationships will be important as will residing within the Region.

Whilst client engagement and site visits are encouraged and will be required it is envisaged that significant time will be spent in an office role developing leads, expanding contacts and providing support via virtual meetings and calls. Suitable home office facilities will therefore be required.

In line with B&D's business standards and expectations you will not only be highly presentable, polished and articulate but will be success orientated, self-motivated, commercially aware and possess good judgement and bags of initiative.

A background in specialist packaging, whilst of interest is not essential.

What we offer

We offer a competitive basic salary as well as a generous and achievable commission / bonus scheme.

In addition:

- 22 days annual leave plus all bank/public holidays
- Contributory pension scheme
- Company car allowance
- Laptop / mobile

To Apply

This is an immediate appointment with the aim being for the successful applicant to commence at the beginning of January 2023.

To apply please send up to date CV with covering note to David Frame, MD at d.frame@barumanddewar.com or contact David on 07775 592033 for an informal initial chat.

NO RECRUITMENT AGENCIES PLEASE
