

Business Development Manager

The Sterlingham Company Ltd are seeking a high calibre, ambitious individual to help increase sales and brand awareness both in the UK and overseas.

TSCl manufacture high quality, hand-made bathroom accessories, towel warmers and washstands in the West Midlands. Our products are sold world-wide and have been installed in many prestigious properties.

Our core focus is to increase sales to our loyal retailer base through account management, increasing product knowledge, identifying areas for improvement and implementing plans for these improvements. In addition, meeting with interior designers and architects to encourage specification and subsequent purchase through our retailers.

The candidate

The candidate must be innovative and personable, resilient and respond well under pressure, show high levels of confidence, be customer focused and be able to problem-solve quickly, assume ownership of any problems and respond to customers in as short a time frame as possible. Exceptional organisational and time management skills are therefore essential.

Key accountabilities:

- Act as a brand ambassador for the company
- Build and maintain customer relationships
- Provide exceptional customer service
- Achieve key sales targets by analysing sales figures and create and monitor advertising campaigns
- Develop product specific knowledge to assist in the sales process

Knowledge, Skills, Attitude and Behaviour

- Excellent sales skills both on the telephone and face to face.
- The ability to work both independently and as a team player.
- To work calmly under pressure.
- A hunger to reach and exceed targets.
- A tenacious 'can do' approach to work
- Passionate about customer service
- Strong drive and ambition
- Commercially minded
- Strong IT Skills

Salary, etc

Salary, etc negotiable depending upon experience.

Given the location of our customer base/target market; being located near to our factory in Stourbridge is not essential.

To apply please send your CV along with a covering letter to andrew.healey@sterlingham.co.uk