

HELLO! Do you have a passion for sales? Would you like to work for a growing, supportive company that celebrates success? Is your reason for getting up in the morning closing that deal and knowing your expertise made a difference to your organisation? Then Bosta is looking for you!



CUSTOMER DEVELOPMENT MANAGER

- Are you passionate about building a sales career in an agile, progressive and supportive, international team?
- Have you achieved a Business Degree or similar qualification in recent years?
- Are you based within 45 minutes of Bury St Edmunds with good home-working facilities?
- Are you interested in, or do you have knowledge of Pools, Aquaculture, Irrigation, Livestock and Piping Systems?
- Would you enjoy a salary of £30k+ depending on qualifications, experience, MS Office, technical and practical sales skills?
- Are you Ambitious, Engaging, Curious, Daring to be Different and Excelling in what you do?

PLACE IN THE ORGANISATION

Reporting to: UK Managing Director

Location: Convenient travel to Bury St Edmunds 3-4 days per week

Working alongside 2 Senior Customer Development Managers (Coaches)

Supported by 4 Market Development Managers, Aftersales, Marketing, Credit Control, Business Analyst & Group Workstreams

Main objective of the CDM:

- Realise annually agreed goals on turnover and margin with new and existing and regular customers
- Set and follow sales action plans to perform the functions within the sales funnel of qualifying prospects, growing share of wallet, maintaining mature customers and reducing customer churn
- 5 year plan to double revenues, primarily with installers and professional end-users

Career Growth: Senior Customer Manager or cross-functionally throughout the international organisation

Result areas/core tasks:

- Set and execute sales plans to realise them with the whole sales team
- Feed-in and repeatedly take prospects and customers through the sales funnel
- Work in partnership with Market Development Managers to maximise repeat sales, reduce customer churn and develop new and growing customers

PRIMARY ACTIVITIES

Proactively and constructively work with the local team and workstream to execute the Group strategy through relationship sales. Follow the Bosta UK 8 Question plan to identify specific customers' needs and plan how to satisfy them including:

- Understanding the competition and the added value, proposing products solutions and build lists, negotiating prices and closing sales
- Telephone, Email & Teams video pro-active contact with: new-growing and longstanding Contract Customers
- Utilise the enquiry handling and order processing of the webshop to efficiently satisfy customers' needs
- Raise up to the outside sales team the opportunities for them to develop from visiting those customers where opportunities and solutions cannot be realised without visits to customer or site.
- Monthly & Quarterly team progress reviews

REQUIREMENTS

- Professional, with recent Business degree or similar
- 1-3 years of recent and relevant work experience (preferred)
- Career-minded, IT smart, team-player with a passion and tenacity to achieve
- Practical and technical knowledge of water piping systems an advantage

CORE VALUES

We strongly believe in our company values, acting on them daily and so uniting all employees in all countries:

- Always driving for results
- Being engaging
- Continuously curious
- Daring to be different
- Excelling in what we do

As befits an agile, forward-thinking organisation a very high standard of consideration and flexibility is given by and expected by all in the Company.

Passion, ambition, proactivity and a commitment to our social responsibility, as reflected in our Waterstarters program.

The decision making is placed in the hands of those with the hands-on knowledge of the needs.

HAVE WE GOT YOUR ATTENTION?

Send your CV to enquiries@bosta.co.uk stating the vacancy you are applying for. If your application is selected for progression, we will contact you to for an interview which may take place over the phone or via video call. If you reach second interview stage, further details of how it will take place will be given at the time.



LIKE TO KNOW MORE?

Do you have any questions about the vacancy or want more information?

Then call us on 01284 716580.

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www.bosta.com

bringing water to life