

## **BUSINESS DEVELOPMENT MANAGER –HOME BASED - 40 HOURS**

The Delivery Group (TDG) are looking for a hungry, tenacious, accomplished Business Development Manager to join our growing team. The right candidate will have experience within the mail, parcels and courier market and be able to demonstrate a proven track record of achievement in generating new business sales.

We are seeking permanent, full time home based Business Development Managers within:

- North and South London
- Kent
- Luton

This role will be 40 hours per week, 5 days over 7, however it is essential that candidates are flexible to work outside of the normal core hours when required.

### **Who are we?**

TDG is the 4<sup>th</sup> largest mail operator within the UK, incorporating both Secured Mail and CMS Network leading in providing UK and global mail solutions, as well as offering fully tracked time critical courier solutions to the business world, working with many global, multi-national and blue-chip companies. Partnering with many other worldwide distribution services allows us to offer cost effectively, timely and reliable solutions to our many clients.

Please take a look at our websites, [www.CMSnetwork.co.uk](http://www.CMSnetwork.co.uk), [www.thedeliverygroup.co.uk](http://www.thedeliverygroup.co.uk), [www.securedmail.co.uk](http://www.securedmail.co.uk).

### **The Business Development Manager:**

Working with the team and reporting directly to the Group Sales Director your role and responsibilities will be as follows:

### **What you'll do:**

- Achieving an agreed new business target, cross selling all services and achieving minimum agreed margins.
- Supported by telesales, you attend a minimum of 9 face to face new business meetings per week to achieve target.
- Self-generating sales leads to achieve the weekly call target supported by telesales.
- Producing regular sales reports and pipeline activity reports via sales force.
- Strategically identifying new sectors/ opportunities to sell into.
- Assisting with other sales related tasks and projects within the business as required.

Full training will be provided during induction and further training will be given throughout the course of your employment, to assist in progressing your career with us.

### **Who we're looking for...**

As the Successful Business Development Manager, you will need:

- An excellent understanding of the English language, both written and verbal.
- A confident and enthusiastic personality, with an ambitious and forward-thinking attitude.
- To be commercially minded with excellent business acumen.
- To be a quick learner, who is inquisitive and willing to proactively get stuck in.
- The ability to follow instructions and use your initiative to make logical decisions.
- Meticulous, precise attention to detail, with a desire to get things right the first time.
- Good mathematical skills and demonstrable confidence with numbers.
- Confident and proficient skills in the use of MS Office and using mobile technology in the field.
- Excellent communication skills and be extremely personable, polite and professional.
- Good time management with the ability to prioritise tasks.
- To be process driven and able to manage projects as required

- The ability to be a team player and fit in with the company culture.
- A clean (maximum of 3 pts) Full UK driving licence.

**What we will give you...**

- Competitive salary and reward structure, dependent upon experience.
- Company contribution pension scheme.
- Full business-related expenses will be paid.
- Full training to meet the requirements of the role.
- Regular 121 meetings and performance reviews with the Group Sales Director.

**Sound like you?** Send your CV to [careers@securedmail.co.uk](mailto:careers@securedmail.co.uk) and you could be part of our great team.