



Business Development Manager – The Delivery Group

Location: Home Based

Salary: Competitive salary and reward system, based on experience

Overview

TDG are looking for a hungry, tenacious, accomplished sales person 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.

Who we are

The Delivery Group the 4th largest mail operator within the UK, incorporating both Secure Mail and CMS London 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, www.thedeliverygroup.co.uk, www.securedmail.co.uk.

The Position

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

- Achieving an agreed new business target, cross selling all services and achieving minimum agreed margins
- Ensuring 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
- Producing regular sales and pipeline activity reports
- Strategically identifying new sectors/ opportunities to sell into
- Assisting with other sales related tasks and projects within the business as required

The Individual

To suit this role you will have the following attributes:

- Excellent understanding of the English language, both written and verbal
- Be ambitious and confident
- Commercially minded and confident with numbers
- Quick and eager learner
- Able to use your own initiative and make logical decisions
- Excellent attention to detail and a desire to get things right the first time
- Good mathematical skills and be competent using excel, as well as other Microsoft Word packages
- Personable and polite
- Good time management and the ability to prioritise tasks
- Process driven and able to manage projects as required

**The Package**

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

For more information and to apply for this position email careers@securedmail.co.uk