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of our team...*

Business Development Manager

The Role:

The Business Development Manager is responsible for developing a customer prospect portfolio with a keen focus on new business.

Identify and explore areas for innovation and investment to assist with the growth of the wider BCS Group Business.

Key Responsibilities:

Sales

- Achieve growth in all areas of BCS Group but with a particular focus on Traffic Management to ensure sales targets will be achieved
- Manage a customer portfolio of key accounts and specialist projects, to build strong and lasting relationships
- Assist in the Development of relationships with key suppliers and manufacturers to ensure knowledge and understanding of the latest industry products and innovations
- Work with the management team to ensure leads are generated and followed up to completion where appropriate

Business Development

- Offer full support to Business Unit Management on PQQs, tenders and major projects
- Work closely with Business Unit Management, and Marketing Team to ensure the right customers are being targeted with offers, promotions, clearances and special offers
- Identify any marketing opportunities and/or exhibitions that BCS Group should attend as a business
- Monitor and understand the competition from a sales perspective and ensure that all information is shared

Customer Relationship Management

- Manage all customer and prospect activity via the CRM system to ensure all relevant data and information is captured as well as maintain a pipeline of opportunities
- Input customer visits and calls in the CRM
- Participate in networking at industry events and exhibitions to benefit the business
- Ensure customer complaints are dealt with and addressed in a timely and professional manner and closed out correctly with all necessary departments and managers

Reports & Administration

- Complete a winning works summary monthly that contributes towards the board report and quarterly business review submissions



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- Share good news stories; major wins, new accounts, high profile orders, tender success on all relevant platforms including Barhale news and communication cascades that raise the profile of BCS Group
- Completion of all general administration

Key measures & targets:

- Sales targets
- New business
- Customer retention
- Customer satisfaction

Key relationships:

- Head of Signs and Supplies
- Internal Sales Team
- Key Clients
- Key Suppliers
- Accounts Team

Person Specification:

The successful candidate is likely to meet all of the following criteria:

Essential

- Experience and in-depth knowledge and understanding of working in sales ideally within the Traffic Management industry
- Strong verbal and written communication skills
- Good time management and planning skills
- Ability to prioritise workload and meet deadlines
- Strong presentation skills
- IT skills, CRM and design software experience are essential
- Ability to work as part of a team

Desirable

- Experience working in the construction, distribution or hire industry

Benefits:

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provide a range of guaranteed benefits including but not limited to:

- Company car/car allowance
- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single person's private medical cover
- Permanent Health Cover



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About BCS Group:

BCS Group, a subsidiary of Barhale Holdings Plc, is a privately-owned company. We are a leading supplier of safety and construction products and services that has depots in both the Midlands and Scotland. We pride ourselves on providing a first-class service to all our customers, ensuring the right product or solution is delivered to the right location on time. With over 5,000 items within our core range, BCS Group can fulfil any order and ensure it is delivered direct via our own dedicated transport fleet or those of our partners.

Manufacturing: Our capabilities include standard and bespoke signage, labels, temporary and permanent road traffic signs and bespoke steel fabrication/installation which includes foot bridges, walkways, flooring, guardrails, ladders and tunnelling products.

Extensive Stock Range: Distributor of leading industry brands in PPE & clothing, traffic management, safety & lifting and site equipment products. These include Bollé, Pulsar, Globus, Rock Fall, Progarm, Portwest, Melba Swintex, Oxford Plastics, JSP, Nissen, Carters, Orafol, Crowcon, Radiodetection, Dräger, Ridgegear, and Plant Nappy.

Safety Equipment Servicing: Specialist safety & lifting repair, calibration and inspection since 1999. We have our own purpose-built maintenance and calibration facility for gas detection, cable avoidance, breathing apparatus and lifting equipment which along with our fully equipped mobile calibration unit is where all maintenance and repairs are carried out. Our staff are trained and fully qualified in maintenance, calibration and inspection of a full range of specialist safety & lifting equipment.

Our People: With a direct work force philosophy, the company culture is driven by our core values, which describes how we act day-to-day. We ensure all your needs are met through our national call centre and dedicated account management.

Triple Accreditation: ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 and ISO 50001:2011 standards, which means our customers can have complete confidence that we have an ongoing commitment to be a safe, efficient and responsible partner.

How to apply:

vacancies@bcsgroup.co.uk