



BRICESCO

MADE IN THE UK  ENGINEERED FOR LIFE

Business Development : Bri BDM #003-22

The Role

Here at Bricesco we have a fantastic opportunity for the successful candidate to make the next step in their business development / sales career whilst helping us meet our growth ambitions.

Ideally you will be educated to degree level or equivalent in an arts subject or qualification relevant to our sectors and will have a minimum of 5 years of work experience in a related business environment.

In return we will offer you a competitive package with a unique opportunity for career progression within the organisation.

Reporting to the Sales & Commercial Director with the ability to work to tight deadlines whilst maintaining the highest quality standards under pressure the typical daily duties for the role will include:

- the development of existing customers within the UK and Overseas
- the development of new customers within the UK and Overseas
- the development of new markets / customers within the UK and Overseas with a view to exploring and pursuing areas in which the company might expand its existing market activities and opportunities for diversification of the company's activities.
- compliance with the company's QA Policy and Systems
- the generation of sales enquiries
- attending meetings / presentations with customers and carrying out site / equipment surveys,
- entertaining of potential customers , and promotional activities
- preparation and presentation of tender documents
- commercial contract negotiation
- liaison with internal design , manufacture, installation and commissioning departments to ensure contracts are carried out within cost estimate and in accordance with delivery schedule
- ensure customer satisfaction and after sales care
- ensure that contracts are invoiced in accordance with payment terms and assist in ensuring prompt payment of same.
- management of the company's sales records and registers
- provision of sales performance statistics and sales potential forecasts
- attending internal sales meetings and preparation of data for discussion / analysis

As a part of the Bricesco team you can really be you because your individuality is an asset. You will be working alongside a team who want to grow and embrace new challenges, with people who care about your job satisfaction as well as your well being. There will be experiences as original as you in a career that will be varied and offer you the opportunity to realise your career ambitions.