



Business Development Manager:

Division: Business Development	Salary: Competitive + Commission + Car Allowance
Reporting To: Managing Director	Location: South West

About Us:

Grain is an exciting brand that installing its own network capable of delivering the UKs fastest communications networks to residential developments over the entire UK. Our advanced true fibre network delivers 1000Mb broadband 28x faster than the UK average, most importantly... before the customer moves in.

For a housebuilder ensuring that their customers are buying a home with the highest specification enables them to add value to their offering.

Grain has already secured significant funding for its rollout of 1million + homes across the UK. We already have 100s of sites under contract, and work with all the national housebuilders.

About You:

The primary role of the Business Development Manager is to develop business opportunities with existing contacts and developing new prospective clients so that the company delivers on its sales targets.

The Manager will take a regional responsibility within which clear targets will be developed and set in line with the company's overall business plan. Within this process, strategic planning is therefore a key part of the role. In addition, this role encompasses a responsibility to support the development of other business development resources within their region of operation.

We are building a team of bright, proactive and motivated team players to help us attract a greater market share. We are looking for someone who is looking to grow.

Responsibilities:

- ▶ Prospect for potential new clients and turn this into increased business.
- ▶ Target and develop sales with key accounts across the region of responsibility.
- ▶ Meet potential clients by growing, maintaining, and leveraging your network.
- ▶ Identify potential clients, and the decision makers within the client organization.
- ▶ Grow and retain existing accounts by presenting new solutions and services to clients
- ▶ Set up meetings between client decision makers and company's practice leaders/Principals.
- ▶ Plan approaches and pitches.
- ▶ Develop proposals that speaks to the client's needs, concerns, and objectives.
- ▶ Participate in pricing the solution.
- ▶ Handle objections turning these into solutions.
- ▶ Use a variety of styles to persuade or negotiate appropriately.
- ▶ Present an image that mirrors that of the client.
- ▶ Present new products and services and enhance existing relationships.
- ▶ Work with technical staff and other internal colleagues to meet customer needs.
- ▶ Arrange and participate in internal and external client debriefs.
- ▶ Present to and consult with senior level management on business trends with a view to developing new services and products.
- ▶ Keep documented records of progress on our software.



Skills:

Networking, Persuasion, Prospecting, Public Speaking, Research, Closing Skills, Prospecting Skills, Sales Planning, Identification of Customer Needs and Challenges, Territory Management, Market Knowledge, Meeting Sales Goals, Professionalism, CRM.

Essentials:

- ▶ Enthusiastic and self-motivated
- ▶ A good level of numeracy and literacy
- ▶ Impeccable communicator, written and spoken
- ▶ Good working knowledge of Microsoft packages such as Word, Excel and Outlook
- ▶ Comfortable working as part of a team and can work independently
- ▶ Ability to organise and prioritise workload
- ▶ Proven capacity to learn
- ▶ Meticulous attention to detail
- ▶ An understanding of services the company can provide, and of the company's competitors.

Desirable:

- ▶ Housebuilder sector experience
- ▶ Have housebuilder client sales experience with contacts you can go to
- ▶ Experience of completing tender documentation
- ▶ Knowledge of the utility infrastructure industry

Compensation Details

Join our awesome team at Grain, we want your say to determine how our company develops and grows.

You'll be joining us at a very exciting time – as we move into a significant growth phase of our business. the key now is to optimise our current contracts and promote ourselves to the endless opportunity out there.

Base Salary: Competitive / Experience Dependant (including Car Allowance)

Commission: Per Plot Won

What's Next:

If you think this is you, please send a cover letter along with your CV telling us what inspires you about the role and why you think you are perfect for the team – we hugely value honesty, so be you and write in your own voice.

Email CV + Cover Letter to recruitment@grainconnect.com, please put your name and 'Business Development Manager' in the subject line. Good luck!