

Vacancy - Business Development Manager (UK & Ireland)

**About us**

Since 1976, Centriforce has been one of the most innovative recycled plastic manufacturers in the UK.

Our products are manufactured from recycled plastic materials such as plastic bottles, carrier bags which would otherwise be sent to landfill.

Centriforce aims to manufacture products which will help to prevent damage being caused to people, assets or utilities during industrial projects, our recycled plastic damage prevention products have been found to have uses in a wide range of sectors including the Agriculture, Equestrian, Utilities, Building and Landscaping.

We have a range of industry leading products and brands which includes the ever-popular Stokbord® Sheet which is highly regarded for its versatility, durability, and sustainability. Each of our brands are underpinned by the Centriforce mission to protect, warn, and minimise damage.

We operate from a large plastic manufacturing site in Liverpool. Here we can process over 20,000 tonnes of plastic materials each year. We pride ourselves on our innovative approach to plastic product development, which includes working with both new and recycled plastic materials.

We continuously work with customers and partners to devise new applications for our products which are designed to address market challenges, customer requirements and to reduce reliance on non-renewable materials. All the products we produce are also fully recyclable, reinforcing our strong environmental credentials.

**About the role**

As UK & Ireland Business Development Manager, you will be responsible for generating new business. Your primary focus will be to increase lead generation, identify new applications for our existing sheet and profile products as well as propose new ideas for manufacturing or trading sheet-based products.

The role will not involve managing existing accounts, instead you will be expected to focus solely on generating new customers and revenue streams for the business. The primary sectors of focus will be agriculture & equestrian, building & construction, landscaping, fabrication & packaging.

You will manage the new accounts you bring into the business with full support from the sales team.

**Role responsibilities**

* Generation of new business and revenue streams with support from the Head of Sales.
* Regularly visit to new and prospective customer in the UK and Ireland.
* Execute your sales budget, meeting agreed sales targets for new business generation.
* Identify new applications, markets and opportunities for our sheet and profile products.
* Grow sales revenue through up selling and cross selling the company’s full product range to new customers.
* Identify and put forward new products through our NPI process.
* Develop and maintain long standing relationships with new customers.
* Engage and forge strong relationships with the commercial and operation team.
* Submit monthly reporting, commenting on sales performance, market prices, trends and activity as well as provide quarterly forecasting.
* Compile visit reports and disseminate information to relevant teams.
* Regularly attend on site meetings (Liverpool), management meetings and attend exhibitions as required.
* Attend development training to increase relevant knowledge and skills.

Are you an experienced Business Development Manager with a manufacturing background and experience in one of the following sectors (Agriculture/Equestrian, Building & Construction, Landscaping, fabrication, or packaging)? Do you have demonstrable experience of developing new markets and applications for established products? We are looking for a confident and driven sales professional who is keen to progress their career by building their own customer portfolio from scratch, this is a great opportunity for an aspiring individual who is accomplished at building strong working relationships, to flourish. To succeed in this role, you will need.

* A passion for sales, travel, and people
* Strong communication skills both verbal and written.
* Strong influencing skills
* Experience and competency in Microsoft office applications
* Analytical skills and the ability to think strategically.
* Demonstrable experience in a similar sales/BDM role (essential)
* Sales/Training and qualifications (desirable)
* Experience of using CRM systems (desirable)
* *Candidates must be committed to work to the Centriforce core values of honesty and integrity, teamwork, performance, personal accountability, and customer focus. (essential)*

**Why work for us?**

* Home based working.
* Competitive salary, car allowance and bonus scheme
* Holidays - 25 days plus bank holidays
* Generous employer pension contributions
* Learning and Development Opportunities
* Career progression
* A progressive and ambitious employer, investing in modern equipment and technology.
* A growing and dynamic workforce
* Free onsite parking

**Equal Opportunities:** Centriforce Product Limited is an equal opportunity employer and values diversity. If you would like to be considered for this role, please send your CV and supporting letter to hr@centriforce.co.uk.