

**We are looking for a self-driven and highly motivated Business Development Manager based in the South West of England region to join our professional Sales division**

Reporting to the National Sales Manager, the role requires management of a geographical region in line with an agreed business plan, seeking and developing new business whilst retaining existing in order to meet/exceed the set monetary and business-related targets.

Providing the highest level of customer service with a can-do attitude while developing lasting customer relationships whilst promoting the company's professionalism and ethics.

**It is a highly visible position at the forefront of our ever-growing Assisted Living and Health Care Division,**

**Key Responsibilities:**

- Maintain existing customer loyalty.
- Identify emerging business and market shifts while being fully aware of new products and competition status.
- Develop customer base from self and Telesales generated sales leads.
- Provide necessary services to achieve the order; e.g. product/system demonstrations, surveys, quotations, drawings etc.
- Achieve set sales targets with maximum available margins.
- Develop a clear understanding of the Legrand Care Aid Call offer along with its' key functions and features.
- Maintain all necessary customer, sales activity and sales status information within Salesforce.
- Work closely with RSE's and the Internal Sales team to affect the prompt processing of all sales related tasks.
- Attend pre-install meetings with Engineering Contractors and Company Project Managers to assist the smooth running of large installations.
- Build appropriate trade relations.
- To attend national and regional exhibitions ensuring you and the team always conduct themselves in a professional and business-like manner.
- Safeguarding the company's interest
- Abide by the Legrand Core Values and Code of Ethics and strive to meet and exceed the Group's Corporate Social Responsibility (CSR) commitments.

**Job Competencies/Key Skills:**

- Product knowledge in the Nurse Call arena including Telecare
- Excellent customer service/relationship skills.
- Good presentation skills
- Well-developed communication and interpersonal skills and able to deal with people at all levels both in and outside the business.
- Excellent time management and project management skills
- Well organised and able to prioritise and multitask
- Excellent communication skills
- Ability to mentor and man-manage others
- Ability to negotiate effectively
- Strong business sense and industry expertise
- Self-motivated and able to work using own initiative

- A team player both confident and professional
- Practical and adaptable.

**Conditions:**

- Reporting to: Scott Robinson – National Sales Manager
- Hours: Monday to Friday, 09:00Hrs – 17:00Hrs (The job requires flexibility around working hours)

Base Location: Home Based - preferably South West, although other Southern Regions of England will be considered

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- Type of role: permanent – subject to 6 months probationary period
- Salary: discuss during interview – competitive (depending on experience)
- Bonus/Commission: available
- Company mobile phone and laptop, company car, home office equipment
- Group Personal Pension Plan: either 4.5% or 5% employer contribution available from start day
- Holidays: 25 days/year (excluding Public Bank Holidays)

An annually specified number of days must be reserved from your Company holiday entitlement to be taken during the Company's Christmas/New Year shutdown period (shutdown dates are published in advance of each holiday year)

Other Benefits: Employee Assistance Programme, Life Assurance, Staff Sales, Eyecare Vouchers, Flu Vaccination, Healthcare Cashplan, Hotel and Car hiring discounts, Holiday purchase up to 3 days, online training, Long Service Awards, Enhance Maternity and Paternity Scheme; Comprehensive Special & Bereavement Leave schemes, Healthcare Services (24/7 GP service, mental health support, wellbeing services) with AIG Smart Health, Occupation Sick Pay,

**Applications by CV and covering letter to:**

[scott.robinson@legrand.com](mailto:scott.robinson@legrand.com)

**Closing Date: N/A**

**Legrand UK is committed to Equal Opportunities and Diversity**