

Job Title:	Business Development Executive	Job Category:	
Department/Group:	Sales	Job Code/ Req#:	
Location:	Maidstone	Travel Required:	N/A
Benefit Level:	Level 1	Position Type:	Permanent
Salary Range:	£26-£30k + Uncapped OTE	License Required:	Yes – site visits required
HR Contact:	Michael Webb	Report To:	Depot Manager
<b>Job Description</b>			
<p>We are a family business with 40 years of experience in supporting local contractors, builders, landscapers, and craftsmen, as well as the public with all their plant and tool hire needs. We have seven conveniently located Hire Hubs across Surrey, Hampshire, Berkshire, Kent and West Sussex with sites in Farnborough (head office), Farnham, Guildford, Basingstoke, Reading, Maidstone and Horsham.</p> <p>We approach our business with dedication and pride ourselves on the loyalty of our customers, many of whom keep coming back for the same competitive pricing and peerless after-sales support that they have come to expect. We are committed to supplying quality equipment, which is always in stock. Our plant hire fleet is replaced every 12 – 18 months, ensuring customers are always hiring machines that are modern, efficient, and reliable. At FTH Hire Group we want our wealth of experience to work for our customers and we provide a personal service, backed by detailed technical and safety advice.</p> <p><b>Main Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Outbound telesales calls to prospects</li> <li>• Generate new business to increase sales of depot</li> <li>• Account management of key Customers</li> <li>• Answering Inbound calls from both potential and existing customers</li> <li>• Take and process orders in an accurate manner</li> <li>• Research, develop and deliver customer account proposals and agreements</li> <li>• Manage Growth and development of Active Key accounts in line with targets</li> <li>• Achieving and managing delivery of sales growth targets for all FTH products and services</li> <li>• Ensuring that all viable sales opportunities are identified and converted into revenue</li> <li>• Planning and organising time efficiently (i.e. call planning)</li> <li>• Resolving customer queries quickly and effectively</li> <li>• Taking orders at the trade counter when required</li> <li>• Preparing and providing sales performance reports as and when requested to agree deadlines</li> <li>• Raising Hires and off hires and seeing them through to Transport</li> <li>• Completion of all administrative work, as required.</li> <li>• Contribution of ideas on sales initiatives</li> <li>• Building and maintaining relationships with Directors and colleagues</li> <li>• Other duties as required</li> </ul> <p><b>Ideal Candidate</b></p> <p>Effective organisational and communication skills</p>			

Committed and target focused  
 Capable of developing strong client relationships  
 Confidence to work on own initiative  
 Good planning and preparation skills  
 Flexible in approach to the role to meet business requirements  
 High level of integrity and trust  
 Presentation skills - speaks clearly and convincingly  
 Self-Confident  
 Negotiating skills essential  
 Time management essential  
 Product knowledge and understanding of the tool and equipment hire industry preferred  
 Competent levels of IT understanding  
 Good communication skills both verbally & written  
 Proven experience in selling products & services to end user  
 Entrepreneurial spirit  
 Ability to work effectively under pressure  
 Commitment to self-development

**Benefits**

- Sales bonus scheme
- loyalty bonus scheme
- Pension - auto enrolment
- 28 days holiday (inclusive of Bank Holidays)
- Perk Box
- Birthday Gift

Job Types: Full-time, Permanent

Pay: £26,000.00-£30,000.00 per year

Reviewed By:	Name	Date:	Date
Approved By:	Name	Date:	Date
Last Updated By:	Name	Date/Time:	Date/Time