



Smarter. Faster. Greener.®

Business Development Manager

We are seeking a dynamic senior sales professional to join our team to drive new sales within the UK South region.

The ideal candidate will be proactive and have the drive, hunger and expertise to close new business.

A bit about us:

We're here to make life easier for construction & fit-out contractors, with our smarter, faster, greener methodology known as 'The Bryson Way'. We're a family-run business with a vision to become the sustainable supplier of choice. As a leading manufacturer, importer and distributor of safety, fixings, and protection products, we're focused on offering you the best service and products to keep projects on track, within budget and in reach of sustainability goals

The job:

The successful candidate will be responsible for driving sales growth and profitability and the main accountabilities of the role are;

Main duties:

- Executing Sales plans – Target for the first year will be £750k of new business
- Preparation of sales reports as well as sales territory plans
- Researching competitors' product, pricing and product success to determine customer preferences
- Conduct sales visits and outbound sales calls
- Prepare and present at Sales tenders
- Update the CRM
- Preparation of sales forecast

You will have:

- Proven track record in Sales over the last 3 to 5 years
- Strong numeracy
- Strong negotiator
- Excellent verbal and written communication skills
- Self-starter

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What's in it for you?

- Competitive salary.
- Commission and bonus schemes.
- Volunteer day.
- Half-day holiday on your birthday
- Leave early on Friday

If this role is of interest apply now! Or to find out more please contact andy.craig@bryson.co.uk