



Become part of our SWARCO team as

# Junior Business Development Manager

**Location: Melsonby, United Kingdom | Full time**

## Your Challenge

We are looking for a driven and dynamic Business Development professional to proactively push SWARCO product and systems sales in the UK&I market. The role will also manage important customer frameworks and require some bid management. This is a hybrid role, with a blend of working from home, work from a SWARCO UK location and frequent travel to see customers and attend industry events.

**This role is Hybrid working with frequent travel to customer meetings and events.**

- This role involves selling to local and combined authority across the whole range of SWARCO's portfolio - software, hardware, solutions and services. In the role, you will:

### Key Responsibilities

- Deliver order intake and sales revenue to an agreed annual sales target by identifying and closing new opportunities within existing customers and optimising cross sell
- Manage the bid process from initial customer contact to bid submission. Bids will include frameworks & product bids across SWARCO's portfolio of products and systems
- Network to promote the SWARCO and participating in industry and partner events
- Ensure habitual use of Dynamics CRM system to accurately build, report and track forecast pipeline to target

## Your Profile

### What we are looking for

- Degree level education desirable but not essential
- At least 2 years sales experience
- Experience selling B2G (local authority) would be beneficial
- Professional / Accredited Sales Training would be beneficial
- Full UK drivers license is essential
- Willingness and ability to travel with overnight stays is essential
- Driven & high energy individual with a target focussed sales approach
- Excellent rapport building and relationship management skills
- Strong internal and external communicator with a flair for public speaking
- Consultative, solution-based sales skills
- Well organised and structured in their approach
- Ability to handle lots of customer requests and opportunities concurrently
- Right to live and work in the UK

## Your Benefit

### What we offer

As well as providing a competitive salary and benefits package, we actively run employee opinion surveys as part of

our drive to provide a comfortable and supportive working environment. We will support your development and you will also receive:

- Competitive salary
- 25 days holiday rising to 28 days with bank holidays in addition, plus the option to buy agreed number of days
- Your birthday off
- Open to discuss flexible working options
- Employee discount scheme with discounts online, in high street stores, cinema, holidays, restaurants and many more
- Generous employer pension contributions
- Employee Assistance Programme
- Life assurance up to 6x salary

### **Interested?**

**Apply Today!** We will acknowledge receipt of your application and be in touch if you are successful.

**Applications are shortlisted on a rolling basis, and we reserve the right to interview and appoint before any advertised closing date. We therefore, encourage you to apply at the earliest opportunity to avoid disappointment. Applications received after the closing date will not be processed.**

We have a responsibility to ensure that all employees are eligible to live and work in the UK, therefore successful candidates must have the right to work in the UK by the start of their employment. We are an equal opportunities employer. Please note,

*Agencies, please note, that should we require recruitment agency involvement, **we will contact the agencies on our PSL**; we would ask that you respect the relationships we have already built with these suppliers. If an agency submits an unsolicited CV to any partner or employee of our company for a role we have not actively engaged with you on, you should be aware that they have no authority to enter into an arrangement with you and we will consider the CV a gift! We will not be liable for any payment you charge in relation to it.*

#LI-GB1

Become a part of SWARCO. We look forward to receiving your comprehensive application via the online tool.

Apply now

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*Information on processing of your personal data is available [here](#).*