

## **LIVE - SALES MANAGER ROLE**

All applications to [BELLELAPIDI@WALSHMEMORIALS.CO.UK](mailto:BELLELAPIDI@WALSHMEMORIALS.CO.UK)

### **Job description**

#### **Company description**

Walsh Funerals & Memorials is a multi-award winning family run Stone Masons & Funeral Directors based in West Midlands; with branches in Bloxwich, Great Wyrley & West Bromwich. Belle Lapidi by Walsh Memorials is our trade area of the business and supply headstones to memorial masons & funeral directors all across the UK.

At Belle Lapidi / Walsh Funerals & Memorials, we provide all aspects of Monumental Stone work from supply to installation, inscriptions and renovations. As well as supplying our memorials to the West Midlands and surrounding areas we are also a Nationwide Wholesaler. We pride ourselves in our friendly, sympathetic and trustworthy service. We have an exciting opportunity to join our successful team.

- In the last 3 years we have seen this company grow at a strong but steady pace. We are now at a point where we are ready to attack the memorial industry market and become the leading wholesaler in the UK. There is so much potential and we are looking for a member of staff to help us make this happen.
- As well as expanding our wholesale customer base we are also going to be expanding the amount of funeral homes and retail memorial showrooms we have over the next couple of years.

#### **Job description**

We require an enthusiastic, self-motivated and organised person to join our team based in Bloxwich, Walsall in a Business Development role. You will be working directly under the Managing Director & General Manager in an office of the 3 only.

We understand that working in his particular field is not something that everyone would have experience in, so full training regarding the memorial industry would be given. However, working within a previous Sales Manager / Business Development role is preferred.

Pay will be Negotiable depending on experience.

The successful applicant will be:

- An enthusiastic and outgoing individual with a hunger for success and a desire to become sales leaders and build a thriving business. Always looking at ways to develop the business.

- Organised - you will report directly to the Managing Director & General Manager helping to organise and run this side of the business.
- Involved in marketing, liaising with the marketing team and overseeing ongoing projects and networking with new contacts.
- Be a point of contact for nationwide memorial masons & Funeral Directors to discuss new offers and business ideas helping to generate new leads. Excellent communication and interpersonal skills capable of building rapport and trust with clients. You will need to be able to build relationships with new and old wholesale customers, assessing their needs and making sure that they are being met by our company.
- Generally helping to expand and grow the business with proactive behaviour and new ideas. Maintain and nurture client relationships, ensuring customer satisfaction and loyalty.
- Oversee the brand 'Belle Lapid' and the launch of new memorial brochures to reach the goal of having all memorial masons & funeral directors in the UK selling.
- Tech-Savvy - You have a strong grasp of technology and digital marketing.
- You keep up to date with the industries latest developments.
- You will mostly be located at our Bloxwich branch . Along with potential of visiting potential wholesale businesses nationwide.
- **You will be involved in opening new branches within the West Midlands and Staffordshire with the goal of having another 3-4 shops within the next 3-5 years.**
- This role is perfect for entrepreneurial-minded individuals eager to make their mark in our industry. We are seeking, hard-working, eager to embrace the chance to grow, innovate, and achieve unparalleled success in a dynamic and supportive environment.

We are an equal opportunities employer.

Job Types: Full-time, Permanent.

8:30am – 4:30pm Monday – Friday

Overtime & Saturdays available.

Job Type: Full-time

Pay: £25,000.00-£32,000.00 per year

Additional pay:

- Bonus scheme
- Commission pay
- Performance bonus
- Yearly bonus

Benefits:

- Free parking

Flexible language requirement:

- English not required

Schedule:

- Monday to Friday

Experience:

- Customer service: 1 year (preferred)
- Account management: 1 year (preferred)
- Business development: 1 year (preferred)
- Business management: 1 year (preferred)
- B2B sales: 1 year (preferred)
- Sales: 1 year (preferred)
- Customer relationship management: 1 year (preferred)
- Customer support: 1 year (preferred)

Work Location: In person

Application deadline: 31/12/2024

Reference ID: Business Development Manager