



## **Business Development Manager - Hilsea**

**Hours: Monday - Friday 08:45-17:30**

**Salary: Competitive + Commission**

### **Overview**

Puretech is a family-owned business with its head office based in Hilsea Hampshire and is a leading provider of CCTV & Security products, distributed through a national network of trade installers. Puretech supply well recognised product brands including Dahua, Viper & Eagle analogue and IP solutions and it is our mission to become a multidiscipline specialist of professional security and smart home products, supplying branded and exclusive solutions through our growing network of innovative showrooms across the UK & Ireland.

### **The role: Business Development Manager**

We have an exciting opportunity for a Business Development Manager at our Hilsea Office. If you are either starting or continuing your journey in sales, this could be an ideal opportunity for you. As the Business Development Manager, you will support and help facilitate the development of new business, managing, maintaining and maximising existing business and increasing brand presence and awareness. The role will involve contacting customers over the phone and face to face meetings when required. Full product and industry training will be given for the successful candidate.

### **Key Responsibilities: Business Development Manager**

- Oversee the entire sales cycle to ensure a seamless transition into operations.
- Proactively seek out new sales opportunities through various communication channels,
- Efficiently manage and monitor your sales pipeline using advanced CRM tools.
- Identify and understand the needs of the customers and recommend appropriate products and services
- Achieve KPI's and monthly sales targets.
- Build and maintain good customer relationships.

### **Your Skills and Experience: Business Development Manager**

- Experience in a sales or business development role would not be essential but would be beneficial
- A strong drive to pursue new sales opportunities.
- Outstanding communication and telephone skills and customer service abilities.

- High attention to detail
- Excellent written and verbal communication skills
- Experience of Excel and MS office applications

**Benefits:**

- Free onsite parking
- Company Pension scheme
- Cycle to work scheme
- 24 days annual leave, plus Bank Holidays

To submit your CV for this exciting Business Development Manager opportunity, please press 'Apply' now and await further instructions.