

Business Development Executive

Company background

- Cygnia are the UK's largest signage maintenance, repair and energy saving specialists.
- Head office based in Kent, but we have a large number of field operatives across the UK
- We offer a range of market leading maintenance & repair services for the retail sector from reactive agreements through to PPM and comprehensive contracts, along with some new service offers to approach the market with
- Annual turnover of £7m, and approximately 80 directly employed staff
- Major clients include Sainsbury's, Lloyds TSB, Barclays, Matalan, Waitrose, John Lewis, Dixons Store Group, Boots, Clintons, Wilko, B&Q, Carphone Warehouse
- Please visit our website www.cygniamaintenance.com for further information.

FULL TIME POSITION
(MON TO FRI 9.00AM TO 5.30PM)

BROADSTAIRS, KENT

SALARY £24 – £29K
+UNCAPPED COMMISSION

Job description

As the market leader in our field, we are looking to expand our sales and account management team by recruiting Business Development Managers. The role has been created to uncover and convert new business opportunities whilst managing an existing base of accounts. Blending these two different roles to generate your own book of business and increase earning potential.

This is a B2B sales role, with new business secured through direct liaison with retail end users, and/or their appointed facilities management companies. As BDM you will be responsible for identifying targets and opportunities, and actively promoting the service offerings of Cygnia through our existing accounts.

We are looking for a highly motivated and hungry sales professional who is self-starting and can deliver success whilst having some fun along the way and being rewarded for your hard work. If you find it easy to build relationships and rapport with customers and clients, using a consultative sales approach with the ability to manage pipelines you will be successful at Cygnia and we want to hear from you. You will be involved sales cycles from start to finish working towards offering tailored solutions for each individual customer.

The role is National, but will require frequent attendance to our head office premises in Broadstairs, Kent.

Package

Basic salary – £24,000 to £29,000 basic (dependent upon experience) + uncapped commission. We will also provide a car allowance or company car, laptop, mobile phone, and pension.