

VACANCY

Job Title: Business Development Manager & Key Accounts (Power)

Department: UK Sales

Reporting to: Power Sales & Business Development Manager

Location: Southern/Midlands UK Preferred

Overview

Emtelle UK Ltd is a major supplier of underground ducted networks solutions into the UK Power Sector including clients such as DNO's, ICP's, IDNO's & Tier 1 Contractors and are looking to employ a Business Development Manager / Account Manager to cover clients in the South of the UK.

This role is part of the UK Sales team reporting directly to the Power Sales & Business Development Manager (Power), working specifically within the Power Sector. The role involves overall responsibility for specific customer base within this sector and working closely with sales colleagues and all relevant departments within Emtelle.

Main functions are to deliver effective sales through business development and account management, mainly within the southern half of the UK but not limited to this area.

Our Hawick and Jedburgh factories, located in the Scottish Borders, are centres of expertise for duct, sub duct, optical cable, and other extruded polymer products supplied into the UK Power Sector.

This is a well-established company which enjoys growth year on year. We now have a fantastic new sales opportunity within our UK Power Sales team. The candidate will be required to further develop relationships across a defined range of customers and develop new business opportunities to ensure we meet and exceed our current contractual requirements and develop more business with our innovative solutions.



Emtelle Head Office
Haughhead, Hawick, TD9 8LF
UK



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www.emtelle.com

Key Responsibilities

- General account Management
 - UK DNO's / Tier 1 Contractors / Other Major Clients/Stakeholders within UK Power sector.
- Establish, drive and maintain customer relationships and accounts, with a focus on maximising and realising sales target.
- Identify and target new business opportunities with pro-active research and development to promote the Emtelle portfolio of industry leading solutions and services.
- Develop and support all accounts by providing an exceptional customer service attitude and creating a culture to maintain business loyalty.
- Identify each account commercial and technical needs, key decision makers, influencers and target with the most appropriate products and services to fulfil their requirements.
- Ensure all customer visits have clear, concise objectives including the utilisation of all available sales aids (samples, sales literature, etc) to promote the Emtelle product portfolio and services.
- Provide feedback to the business following customer meetings detailing the meeting's objectives & actions with defined accountability and dates when actions are required to be completed.
- Manage & respond in a timely and professional manner to customers enquiries.
- Working closely with internal personnel to support the integration of materials, methods, and tools necessary to introduce new products into the company product portfolio.
- Lead and drive the follow-up and closing of major deals through business development.
- Produce effective and useful Sales reports.
- Collaborate with the marketing team to develop marketing campaigns promoting Emtelle across a range of platforms including social media.
- Forecasting and business planning.

Requirements:

- Proven track record in business development and strong key account management within the Power/Utility sector.
- Proven Key Account Sales experience.
- Experience in dealing with cabling & civils contractors is a distinct advantage.
- Ability to build and maintain strong business relationships.
- Very strong communication and negotiation skills.
- Ability to understand financial data.

You must have previous experience in working within the Power/utility sector and show a strong sales background/performance, both closing new business and maintaining existing client base.

The person we appoint will be able to demonstrate in their application (in addition to what they would personally bring to the role) that they have an existing and sustained unrestricted right to work in the UK.

To apply please submit by email to Phil Groom , HR Manager at phil.groom@emtelle.com (Quoting the Vacancy Reference Number): a full CV and Covering Letter stating specifically why your skills and experience are a good match for this requirement.



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