

## Business Development Manager – South

### Description

- **Competitive Salary (dependent on experience)**
- **Uncapped Bonus Scheme**
- **26 days holiday (includes your birthday)**
- **Business expensed company car or allowance**
- **Staff discounts**

Are you looking to join a successful and fast-growing business with a strong offer to the care sector? Countrywide Healthcare are the leading supplier of nursing and janitorial products to care homes and are looking to recruit an ambitious and hard-working BDM with strong relationship building and sales skills to accelerate our growth.

### Role Profile

As Business Development Manager your role will be to prospect and win new business from national and regional care home groups as well as managing and growing a portfolio of existing customers. This will involve travel across the South of England to meet customers, present proposals and support operations staff in care homes. The role will be based from home and we will provide a company car (or car allowance for a suitable vehicle).

This is a great opportunity for someone with a genuine desire to increase revenue through sales and building strong relationships. It's an exciting time for our growing business, we have ambitious plans and are looking for passionate and dedicated individuals with consultative sales skills to help us achieve our mission.

### Responsibilities

- Retain and grow an account portfolio in order to hit team revenue targets by introducing customers to our products, identifying opportunities, competitive win backs and gaining referrals.
- Develop long term profitable relationships with customers to ensure full growth potential of your portfolio.
- Acquire a thorough understanding of customers' needs and requirements through a consultative approach.
- Work on key campaigns in order to increase revenue from our current customers.
- Conduct online client review meetings, coordinating customer feedback.
- Provide feedback on products, the market and competitor activity.
- Deliver against all agreed company and department service levels, supplying accurate and timely reporting as required.
- Produce and work to account development plans / quarterly sales presentations, team objectives and the company's core values.

### Qualifications

### Job Location

Countrywide Healthcare National Distribution Centre, Ferrymoor Way, S72 7BN, Barnsley, South Yorkshire

### Date posted

June 18, 2024

- Business development skills and experience of seeking out and on-boarding new customers.
- Strong account management and commercial experience, working with a number of accounts through a consultancy style approach.
- Ideally your experience will be within the business-to-business sector.
- The ability to analyse sales data in Microsoft Excel to an advanced level, to establish growth strategies for existing clients.
- Excellent written and verbal communication skills, able to communicate effectively with internal and external stakeholders.
- Tenacious with a desire to exceed expectations.
- Highly organised and efficient, able to manage and prioritise work effectively, with a good attention to detail.
- Using core Microsoft Office applications including the ability to analyse and interpret Excel spreadsheets.
- Time management and planning skills.
- Full Driving Licence

### **Contacts**

To apply please send your updated CV to  
[suzanne.ashby@countrywidehealthcare.co.uk](mailto:suzanne.ashby@countrywidehealthcare.co.uk)

No agencies please