Business Development Manager

Job Title: **Business Development Manager.**

Location: **Office based, with extensive UK travel.**

Salary: **Negotiable**

Selling: **B2B carton gluing and finishing solutions**

Company Information:

- FC Cartons is a privately owned successful business based in the East Midlands supplying finishing solutions to the carton and print industry
- Accredited with Quality & Environmental ISO Standards
- Highly regarded specialist company within its business sector
- Large portfolio of existing customers from the Packaging Industry
- Significant increase in market share since the company was established

Job Description:

A challenging and exciting new role has arisen within our company for an experienced Business Development Manager the role's key areas are:-

- Identify and secure new business opportunities with existing and potential customers.
- Achieve agreed Sales targets
- Play a key role in the ongoing success and drive of the organisation.
- Communicate effectively with the existing team
- Attend regular reviews

- Report competitor and Industry/Market sector activity as it arises
- Manage the company's Sales database

Key attributes should include:

- An already proven sales record, within the print and packaging industry
- A confident manner with a team spirit
- Outstanding communicational, presentational and organisational skills
- Strong client facing and interpersonal skills
- Able to build relationships with external and internal partners
- Strong work ethos

An attractive package will be offered to the successful candidate including Salary, Bonus/Commission structure, Private Health Care, Pension, Company Car Scheme and Mobile phone.

Closing Date: 30th April 2011

www.fccartons.co.uk
Apply in writing via email enclosing your CV to: debra@fccartons.co.uk