

Specification Business Development Manager

Location: Northwest

Who we are?

Newmor is one of the UK's leading manufacturers and distributors of commercial wallcoverings. Supplying design-led, durable, fire rated wallcoverings to the hospitality, healthcare, marine, workplace, education and leisure sectors globally. Having offices in the UK, Poland, Dubai and The Netherlands, further supported by a well-established distributor network, we're currently operating in 80 countries worldwide.

We're looking for a **Specification Business Development Manager** to develop existing accounts and build new business relationships with architects, interior designers, contractors and key end user accounts across the Northwest region of the UK. The successful candidate will be responsible for ensuring Newmor products are considered and specified within a diverse range of commercial interior projects.

Key responsibilities include:

- Daily face to face meetings, with A&D and end user accounts, developing strong lasting relationships with the design community and all specifying accounts
- Prospecting new clients and business opportunities, developing a strategic detailed plan ensuring the company's presence across the region
- Delivering engaging product presentations to specifiers with knowledge, enthusiasm and professional approach
- Manage and develop an accurate forecast / pipeline of business opportunities
- Update the company's CRM system with accurate records on all information gathered
- Working closely with our sales and customer service teams on complete customer satisfaction
- Organise regular group presentations and initiatives, attend industry networking events and exhibitions across the region, which may include time spent out of regular working hours
- Regularly utilise social media platforms to promote and engage with customers and potential new clients in a professional, friendly and engaging manner
- Gather market information and give regular feedback to the UK Sales Manager
- Achieve the set annual individual project sales revenue target and contribute to the overall turnover growth of the area

What we are looking for

- Minimum 2 years Specification Sales experience in commercial interiors
- Experience in an interior industry related background, such as wallcovering, soft furnishing fabric, ceramics, lighting, furniture, soft flooring
- Experience working with architects, interior designers, consultants and specifiers
- Commercially focused with a pro-active approach
- New business opportunities experience
- Autonomous, enthusiastic, self-motivated, driven, friendly and focussed with excellent planning skills
- Ability to work accurately under pressure
- Excellent interpersonal communication skills with a professional consultative approach
- Team player, prepared to work together utilising HQ expertise and field sales team
- A genuine interest in design, colour and commercial interiors projects
- Excellent organisation and multilayered project management skills
- Proven accomplished sales revenue record of successfully identifying and converting clients and projects
- Full clean driving licence
- Based on territory, ideally located within a commutable distance of Manchester area

What we offer

- Competitive basic salary
- Performance related bonus scheme
- Company car or car allowance
- 25 days holiday + national bank holiday's
- Phone, laptop, expense account

How to apply

If you are looking for a role where you can combine relationship building, business development and a genuine enthusiasm for commercial interiors, we'd be delighted to hear from you

Please send your CV with a covering letter outlining your experience to:

salesupport@newmor.com

