

Lighting Business Development and Account Manager

* London Based
* Competitive salary with commission and annual bonus
* [Franklite Ltd](https://www.totaljobs.com/jobs-at/franklite/jobs)
* Permanent

Franklite, established in 1973 is a leading manufacturer and distributor of lighting in the UK and international markets. The Company's Headquarters and manufacturing facilities are located in Milton Keynes.

An exciting opportunity has arisen for a self-driven individual to join our successful external sales team to support the development and continued growth of the Company. Taking day to day responsibility for liaising with the specifiers, retailers, and project facilitators. To assist with the implementation of the sales and marketing strategies of the Company.

This is a fantastic opportunity to work in an expanding and innovative environment within the lighting industry.

**Key Responsibilities of the**Lighting Sales & Business Development Manager**include:-**

* Full sales and territory management responsibility.
* Work with existing dealers and cultivate new business to promote Franklite products through specification and retail channels
* Perform sales presentations, product demonstrations, training and seminars
* Visit project sites.
* Work in conjunction with other members of the internal and external sales teams to ensure company success for larger projects.
* Participate in domestic and international exhibitions

**Personal Qualities of the**Lighting Sales & Business Development Manager

You will have a passion for sales, be energetic, enthusiastic, self-motivated and committed. You will preferably have experience of the lighting industry.

You must be driven & motivated, enjoy working as part of a team and excel at working in an external environment to tight deadlines.

Ideally based within the territory.

**Essential skills required:**

* Full driving licence.
* Ability to listen and comprehend the customers' requirements.
* Ability to identify unique selling points and apply a consultative sales approach
* Task management – arranging appointments, meeting deadlines and concise reports.
* Personable - able to build positive relationships at all levels and with all types of people.
* Experience and knowledge of CRM systems is very desirable.
* You must have the ability to use your own initiative
* Excellent spoken and written English.

**SALARY & BENEFITS**

Competitive salary with commission and annual bonus, company car, credit card, full external worker IT package, out of pocket expenses.

If you are self-motivated and calm under pressure, we would like to hear from you.

We regret applications from recruitment consultants will not be considered.

Apply on the following link

<https://www.totaljobs.com/job/business-development-account-manager/franklite-ltd-job88703830>