

**Job Description – Beauparc**

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| **Job Title** | Corporate Sales Manager |
| **Reports to**  | UK Sales Director |
| **Business/Function** | Sales  |
| **Primary Location** |  |

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| **Purpose:**This is an exciting new national role, within the corporate sector that demands an energetic, hands-on approach combined with solid strategic thinking to support our ambitious business growth plans. This role is new business working to agreed sales targets, generating leads, discussing and negotiating with prospects, and preparing and presenting sales proposals. The ability to source, present and close large national contracts within target markets is essential. Working with the support of our marketing and tenders’ team to deliver growth in the corporate sector. |

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| **Key accountabilities:*** Business to business canvassing and profiling; business to business always presenting Beauparc in a professional capacity, selling unique features and benefits of our services.
* Closing deals for services including General waste, recycling, equipment, shredding, and hazardous waste.
* Solution based selling; create the desire/need and sell long term, profitable contracts.
* Working with other departments to build costing models and P&Ls
* Preparing and presenting sales proposals
* Completion of site risk assessments and site audits
* Pre-qualify opportunities to ensure they meet ‘business fit’ and strategic goals including credit checks.
* Collation of accurate prospect information ensuring your pipeline and CRM is up to date.
* Booking appointments with target organisations key management personnel to present the companies proposition highlights features, advantages, and benefits.
* Assist the subcontract team(s) with identifying new suppliers to support your sale.
* Arranging mobilisation meetings to ensure smooth roll out of new contracts and transition to account management.
* Participation in networking events, sales conferences showcasing B&M Services to potential prospects.
* Completion of weekly activity reports
* Attendance and participation in weekly/monthly sales meetings
* Diary Management and priority planning
* Assist Administration and Service Team with implementation of new services.
* Any other duties as reasonably requested by your Line Manager.
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| **Areas of responsibility:*** Sourcing key opportunities
* Maintaining a full and active pipeline
* Achieving agreed sales targets
* Preparation of sales proposals in line with company guidelines and targets
* Ensuring smooth mobilisation of contracts
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| **Experience and Skills:*** 5+ years Sales experience B2B with proven track record of corporate sales
* Strong negotiating skills
* Strong Presentation skills
* Ability to review customer requirements and provide alternative solutions
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*Beauparc aims to attract and retain a skilled and diverse workforce that best represents the talent available in the communities in which our assets are located and our employees reside.*

*(DE&I Policy Statement)*