

New Business Development Manager



Package : Negotiable

Benefits : Company Car | Pension | Results driven bonus

Leading Edge Labels & Packaging is an award winning state of the art UV Flexo Label & Film Printer based in Kent, offering a wide range of innovative packaging solutions to large retail and blue chip companies. We are looking for a New Business Development Manager to work within the existing sales team and support our ambitious growth plans. The chosen candidate will have the ability to influence the future of the business by winning new business in strategic high profile FMCG Brand accounts.

The Role:

This role would be suited to a highly motivated individual who is confident both in face to face customer relations and cold calling. The successful candidate needs to be dynamic and ambitious, with a background in either working with or for large FMCG Brands and is familiar with print packaging.

- Reporting to the Sales Director and working within the European Sales Team, you will be primarily responsible for developing new business. Requirements of the role would include;
 - Research of new markets and potential new customers
 - Onboarding new customers
 - Attending meetings with your customers and reporting back to the business
 - Working on quotations/ tenders
 - Managing Trials and Implementation of new projects
 - Managing re designs of product ranges
 - Clear communicator to business of customer expectations
 - Strategising closely with the business

- Travel will be expected mainly within the UK.

Competencies:

- An enthusiastic and driven individual with a positive can do attitude and a 'hunter' mentality
- A team player who is positive, friendly, approachable, flexible and hard working.
- You should show qualities of being pro active, entrepreneurial and innovative
- Confident in making decisions.
- Excellent communication skills both verbal and written to all levels within the business and customer base.
- Adept at building strong, long term relationships.
- Strong organisational and project management skills.
- Preferred previous experience in print packaging.
- Ideally you will possess some knowledge of FMCG and Brands and our product portfolio.
- Location – Ideally South (2 hour max from Kent) but open and flexible for the right candidate.
- PC Literate – Microsoft Office, Excel, Word and Powerpoint
- Full Driving License

We at Leading Edge Labels and Packaging are continuing to grow at an exciting pace and are looking for a motivated individual to take the business forward with us. If you believe that you have the ideal skill-set for this role and you want to join a dynamic company who value their employees and invest in their future then please apply.

Please send your covering letter and CV along with your current package to charlotte.wood@leadingedgelabels.co.uk www.leadingedgelabels.co.uk