



Job Title: Business Development Consultant

Salary: Competitive + uncapped commission

Job Type: Full time, permanent

Working Hours: Monday – Friday, 08:30am – 17:00pm (half an hour for lunch, 2x 15-minute breaks, morning/afternoon),

Location: Newcastle under Lyme, Staffordshire

Start Date: December 2023

Safety First Group Ltd is a trusted provider of comprehensive solutions in Occupational Hygiene, Legionella and Health and Safety. Our Specialists and Consultants are experienced in delivering these services for a wide range of industry sectors in the UK. As such, we have the in-depth understanding and expertise required to meet niche safety requirements that are unique to each sector.

Safety First have demonstrated year on year growth, and we are now in the position to expand our busy sales team. As a Business Development Consultant, you will play an integral role in driving the business forward. The sale of the product is a more solution based approach, which means you need to consider the prospect and nurture the relationship to understand their needs and how our solutions will help.

Safety First Group can also commit to your future with our career development. When you are part of the SFG team, there are opportunities to progress into Leadership and Managerial Roles.

Role:

- B2B calling prospective and current clients
- Fact finding and rapport building over the telephone
- Ensuring new business opportunities are developed
- End to end sales - including potential to hold virtual client meetings
- Understanding customer requirements and translating these into appropriate Solutions
- Taking ownership for your pipeline
- Management of a bespoke CRM and other systems

Key Responsibilities:

- Making outgoing customer calls and processing new sales
- Strong communication and influencing skills so as to be able to articulate technical

Requirements

- Ability to deliver against realistic achievement and KPI targets
- Following up business leads and actively selling products
- Delivering a consultative sales approach
- Maintain sales pipelines and maximize conversion
- Display a positive and professional attitude
- Upselling value add products & services
- Accurately and efficiently enters customer information into company systems and Databases
- Maintain a working knowledge of products and services sold
- Contributes to the team performance by sharing and implementing best practice ideas

Skills & Experience:

- Experience in telesales
- High levels of resilience and tenacity
- Able to build strong rapport, forging lasting relationships
- Able to work closely with team members and cross-functional teams
- Positive outlook, with a desire to achieve
- Excellent communication skills
- Target-driven, always looking to improve and develop
- Experience of Health & Safety (Desirable)
- Experience of Occupational Hygiene (Desirable)



Benefits:

- Career progression
- 20 days holiday (plus bank holidays)
- Free Parking at work head office
- Increased holiday entitlement with longevity
- Pension scheme via Nest (applicable for age 22 and over and if meet earnings requirement)
- Competitive Salary (depending on experience)

For more information and to apply for this position, please send your CV with a covering letter to Ldooley@safetyfirstgroup.co.uk