**Business Development Executive - Product & Supplies**

**Skelmersdale**

**£27,000 with OTE £38,700**

**Full Time position, great hours Monday to Friday, no evening work, no weekend work (hybrid work available post completion of probationary period)**

Great news! A rare chance to join our successful Sales Team at Direct365 in Skelmersdale has arisen. Is this the role for you? Consider these questions:

* Do you enjoy building rapport with customers?
* Are you great at listening, asking questions to understand needs, and finding solutions?
* Do you love achieving sales, winning new business and exceeding targets?
* Are you polite, professional, positive, and confident?
* Does a sales role with **no evening or weekend work** sound ideal?

If you answered “Yes”, then we would love to hear from you. This role is ideal if you’ve had success in a Telesales, Account Management or Business Development role, and are happy in an office-based team. You’ll own the full sales cycle from initial call to close. And you’ll be supported and rewarded for a job well done. It’s a great place to work – come and find out for yourself.

**Your role as a Product & Supplies Account Manager** **at Direct365:**

* Proactively identifying opportunities to grow customer spend through business development activities across our existing customer base.
* Managing and developing relationships with our business customers who purchase products and supplies.
* Understanding customers' business needs to recommend the right products and services, providing tailored solutions to drive customer satisfaction and loyalty.
* Providing quotations, processing orders, and ensuring seamless service delivery for all product and supply requests.
* Working across varied campaigns and targets, including outbound customer contact, following up on leads, and negotiating to close deals.
* Developing and maintaining a pipeline of short-term and long-term opportunities, supporting consistent business growth.
* Meeting personal and business KPIs, including revenue growth, customer retention, and product penetration targets.
* Acting as a trusted advisor to customers, delivering excellent customer service and contributing to a positive customer experience.

**What you will need as a Product & Supplies Account Manager at Direct365:**

* Business Development and/or Account Management experience is desired. A proven track record of longevity too – someone with integrity who wants to build a career with us.
* To learn product and pricing information to match the right product to the customer’s need.
* Building great business relations is key – being polite, articulate, and being able to think on your feet to provide the best solutions.
* You’ll need to be organised, determined, resilient and self-motivated, with a passion for customer care and the competitive nature required to be successful.
* Experience with Microsoft packages and using a CRM are required, as we use multiple systems to provide the best service.

**In return for your commitment and expertise, you will get:**

* A good salary of £25,000 with OTE £34,500 in a permanent full-time position.
* Great working hours Monday to Friday (37.5 hours).
* No weekend or evening working.
* Training opportunities within the business to expand your skills including NVQs. We offer accredited ILM training through external and in-house training.
* Free parking onsite that will save you a fortune.
* Amazing employee discounts c.£1,000 p.a. with major supermarkets and retailers.
* 31 days holiday (inclusive of bank holidays), plus a ‘Buy and Sell’ holiday scheme.
* Other benefits such as improved parental and paternity leave, a 24-hour wellbeing helpline, cycle to work scheme, pension scheme, life assurance and more…

**What can the role and Direct365 offer you?**

At Direct 365 we love our vibrant office environment. As a business, we pride ourselves upon our commitment to our employee’s personal development; supporting you in reaching your own goals as well as working collectively to continue the success of the company.

As the newest member of the Product & Supplies Team, you will be warmly welcomed into a friendly atmosphere; accompanied by team members with dynamic and innovative mindsets, striving to drive real results.