

Business Development Manager - East Midlands

Job Description.

- The candidate would be responsible for the promotion and sale of Scania aftersales services with a focus on contract maintenance packages for targeted customers and prospects within the East Midlands area.
- The candidate will contact existing and prospective customers on a day-to-day basis.
- The candidate will record contact with all customers into the company sCRM (Scania Customer Relationship Management) system and communicate with Heads of Departments, Account Managers and Branch Managers.
- Work within a pre-defined district but can assist outside of the area from time to time.
- Conduct monthly review meetings with the team.
- The candidate will proactively ensure that the Keltruck branches are fully promoting aftersales services.
- Work in conjunction with all other departments and feedback business leads and intelligence.
- Focus on extending customer relationship, understand their business needs, transforming our services onto value added solutions.
- Promote related services.
- Understand competitor targets.
- Meet commercial and financial targets, contributing to profitable growth.

Essential attributes for the role:

- A team worker.
- Experience in selling commercial vehicle aftersales services & solutions with a proven track record.
- The ability to work proactively, managing both diary and area of operation responsibly.
- Great communication skills at all levels.
- IT skills including Microsoft Word, Excel & Outlook.
- Clean Driving Licence.

Advantageous attributes for the role:

- Knowledge of ADP / Autoline / Kerridge MotorTrade 8.35 or higher.

Keltruck Benefits

At Keltruck we believe that looking after our colleagues is important. As long as we employ great people and we look after them well, they'll provide our customers with amazing service. At Keltruck, every employee receives:

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| • Life insurance | • Free parking |
| • Pension scheme | • Free hot drinks |
| • Refer-a-friend scheme | • Staff uniform |
| • Service awards every 5 years | • Staff training |
| • <i>Help@hand</i> health & wellbeing support | • Costco membership |

Additional Information

Your full-time hours are 40 per week, including an hour break. Your normal working hours will be 08.30 – 17.30 Monday to Friday with an hour break. The candidate may be required to work additional hours as part of the job. The candidate will be required to visit trade shows, work related functions and events. As part of the package, the candidate will have a fully funded company vehicle, laptop and mobile telephone supplied by the business.

The holiday year is from January to December and your annual entitlement will be 25 days annual leave plus statutory bank holidays.

Salary will be discussed at interview.

Please apply in writing to careers@keltruck.com