

We are looking for you!

Business Development Executive

Ref.-No.: 03-02_05-2013_O-0001

We are recruiting for a passionate, inspiring and talented Business Development Executive to join a successful and growing team reporting directly to the General Manager.

The role will mainly focus on creating new leads whilst continuing to grow existing clients within the markets of our business operations across the UK.

Your role and responsibilities

As Business Development Executive, you will be part of the Sales and Marketing team promoting and selling MULTI-LITE (UK) Limited portfolio of products covering all regions within the UK.

Your key responsibilities will be:

- Proactively sourcing and targeting new leads, including researching and cold calling to introduce the business to new prospective business
- Strengthening existing client relationships
- Assisting with marketing functions such as product demonstrations, trade shows, email and literature campaigns
- Developing MULTI-LITES 'energy solution' business by offering energy efficient solutions to lighting consultants and professionals B2B, including consultation, ROI, installation and financing
- Driving the values, strategies and objectives of the business and that of the General Manager
- Develop and deliver against Sales Plan and Budgets
- Providing market feedback on products and competition
- Key contributor to the overall strategy and direction of the UK team
- Update the General Manager with reports on activities, tenders and plans on a regular basis

Our expectations

MULTI-LITE is seeking a candidate that has knowledge and experience in the business development field and therefore has a proven track record in getting results within the Replacement Lamp market. This can be within Electrical Wholesaler networks, Entertainment sectors, Architectural markets and General Lighting markets.

Your further skills should be:

- Experience/knowledge within Lighting/Lamp markets
- Experience within a Sales, Marketing and Business Development environment
- Technical understanding and knowledge of the products and their use, including LED, to discuss confidently with clients the product portfolio offered.
- The ability to proactively seek and develop new business and a desire to grow within the role and company
- To have excellent negotiating, completion and communicating skills as well as time management credentials.
- Autonomous, enthusiastic, passionate and proactive personality who likes to take on a challenge
- High achieving team player who is comfortable with 'cold calls' as part of the business development and enjoys operating with freedom and accountability
- Ability to work in a small yet proactively diverse, progressive and inclusive organisation
- Willingness to learn the internal systems and procedures
- Knowledge of SAGE package would be useful, although not essential
- IT literate across the Microsoft Office programmes such as Word, XL, Outlook
- A full UK driving license and the willingness to travel

Location

MULTI-LITE UK office is situated close to Heathrow Airport in West London.

This role is a mixture of office based and field based and will require frequent travel across the UK as part of the development role. Reasonable commuter distance to this area may be considered.

Package

MULTI-LITE will offer a competitive remuneration package along with additional sales targeted bonus structure.

Salary will depend upon experience. PC, Internet Dongle and Mobile Phone included.

Use of your own vehicle will be required for this role, business mile expense will be covered retrospectively.

Please send us your Curriculum Vitae together with the reference number 03-02_05-2013_O-0001 via E-Mail at:

jobs.uk@multi-lite.com