

**Business Development Advisor**

**Overview**

Established over 100 years ago, The Danesmoor Group is a multifaceted operation, comprising of three principal businesses. [PWS Distributors](https://www.pws.co.uk/) (including PWS worksurfaces & PWS Paint Finishing), Danesmoor Agency, Life Kitchens and PWS Distributors. The group also operates several market leading brands, including, [Second Nature Kitchens](https://www.sncollection.co.uk/) and [1909 Kitchens](https://www.1909kitchens.co.uk/).

Danesmoor is looking for an experienced and dynamic sales professional to join their team as a Business Development Advisor based at their Head Office, County Durham. The role will involve working alone and alongside the sales team, to maximise sales revenues from new and existing customers. The position will involve outbound calls to retail/ trade businesses across the UK. This role is ideal for a customer service focused individual, who can demonstrate skills in upselling and growing business accounts.

**Responsibilities:**

* Develop sales enquiries into new revenue streams
* Develop revenue from new and existing customers through prospecting, lead generation, nurturing and growing accounts and upselling.
* Manage and grow existing accounts within a specific territory
* Work with external sales force to develop revenues from new and existing customers
* Provide a high level of customer service to SME’s UK wide

**Essential Skills and Experience**

* Competence and proven experience in telephone-based sales role, ideally within a B2B sales environment
* Previous experience in account management and servicing customers
* Ability to demonstrate strong sales capability and the insight to upsell to customers ▪ Excellent organisational skills
* Ability to work in a fast paced, targeted environment ▪ Ability to manage own time and work to strict targets
* IT literate
* Ability to read technical drawings

**Desired Skills and Experience**

* Experience of working to targets
* Confidence in your sales abilities
* Resilience
* You’ll be positive and proactive, willing to learn and progress