

Business Development Coordinator

dryrobe are currently looking for an experienced sales person to drive our business development as we accelerate our trading with teams, clubs, schools and other key establishments. This is a permanent role based at our HQ in North Devon. Fancy taking on the challenge? Read on...

This is an exciting opportunity to join a successful, fast-growing multi-commerce business working with some of the world's leading brands.

If you are passionately interested in learning, adapting, evolving and you are looking to step into a role within an exciting and groundbreaking brand, this could be the role for you - where you can also carve out your own career path.

About dryrobe

dryrobe is all about people making the most of their time outdoors and leading a healthy active lifestyle. We make the world's most versatile change robe which is used across many outdoor activities including surfing, obstacle course racing, triathlon, open water swimming and family adventures.

We are based in beautiful North Devon and encourage our staff to take advantage of the awesome activities on our doorstep. #dryroberterritory

What will you be doing?

Targeting and managing an increasing portfolio of accounts using a range of smart and digital sales tools.

Managing and significantly growing the sales effort aimed at bulk / team and corporate customers.

This will entail:

- Direct selling and targeting of new business.
- Maintaining existing client relationships and growing their revenue.
- Responding to enquiries and converting leads.
- Working with our marketing team to provide electronic sales tools.
- Liaison with the Head of Operations with regard to inventory planning and fulfilment.
- Being extremely proactive and creating new ideas and tactics to grow sales.

- Managing the process from initial contact to delivering the order and providing after sales support.

Knowledge, Skills and Experience:

A self starter with a proven track record of at least 2 years sales experience in a similar role. Team player, people person, results oriented, excellent communication skills, sound financial acumen and a high standard of organisation skills. Product knowledge and retail experience is highly desirable.

KPI's: Revenue growth, Margin growth, Lead conversion, New accounts, Reviews/Feedback, Geographical spread.

Does this sound like the perfect next challenge for you? Please send your covering letter and CV to neil@dryrobe.com

Location: Office based at dryrobe HQ, Braunton, North Devon.

Job type: Full time, permanent.

Hours: Monday-Friday, 9am-5pm.

Salary: Dependent on experience.

Closing date: 28th February 2019