

Business Development Manager - Lighting

Role Purpose:

An exciting opportunity to join a fast-growing lighting design team within Ireland's leading electrical wholesale network. The team is building up an impressive portfolio of projects with major electrical engineering practices and key electrical contractor companies. Recent projects include NUIG, IADT College, The Square Tallaght, Parkside Residential along with many education, pharma, retail and healthcare projects.

The ideal candidate will have a strong technical and lighting foundation, good product knowledge, a focus on energy efficient design combined with a creative flair. The successful candidate will have excellent communications skills and will be responsible for building relationships with engineers and other stakeholders. They will also bring excellent attention to detail to each project from initial discussions, through design scoping and presentation, right through to product sourcing and installation.

The role offers the opportunity of a hybrid working model and the location is nationwide.

Key Accountabilities:

- Responsible for the establishment and maintenance of new business in the area of lighting and lighting controls.
- Create sales reports, project reports, sales calls follow up, competition situation etc.
- Develop and execute sales strategy and tactics that maximise opportunities within the customer environment.
- Create partnerships with accounts, final users, and distributors.
- Aggressively prospect and drive new sales through cold calls, meetings and sales research.

Essential Experience:

- Proven sales excellence in a B-to-B context – an acknowledged high performer in his/her current business. Experience in lighting sales is a requirement.
- Result oriented with good track record in sales and development of accounts and account penetration.
- Ability to develop relationships within assigned accounts and customers.
- Strong customer service focus.
- Must have excellent time management and organisational skills.
- Able to effectively communicate to all levels of an organisation.
- Ability to work independently.

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Technical / Functional Skills:

- Understand customer's technical needs and market the advantages of our technologies.
- Excellent communications, presentation & interpersonal skills.
- Good negotiation skills and use of initiative.
- Positive and persuasive attitude.
- Ambitious, enthusiastic, high-energy person with strong competitive drive.
- Full driving licence is required.

Key Performance Indicators:

- EBITA
- Sales
- Margin
- Live Trading Accounts
- NPS

Key Contacts:

- Customers
- Branch colleagues
- Branch Manager
- Regional Manager

If you would like more information on this role, please contact Ed Mortell. Alternatively, please send your CV to diana.ursul@rexel.ie.