

Vacancy – Business Development Executive



With over 60 years of chemical manufacturing heritage and an established reputation for excellence, Briar Chemicals is focused on providing the best contract manufacturing and site services to customers in the agrochemical, fine and specialty chemical industries. Based in Norwich, Norfolk, Briar Chemicals is a leading large scale chemical company delivering customers' needs utilising its broad asset and technology base underpinned by its quality driven project management.

Due to expanding growth of the business and increasing demand for our products and services, we have a new and exciting opportunity for a **Business Development Executive** to join the Commercial Team.

Reporting to the Commercial Manager the Business Development Executive will be responsible for seeking and acquiring new business opportunities, as well as retaining business through account management. Will formulate and execute sales and marketing plans, in consultation with other business stakeholders, to achieve sales revenue targets aligned with Briar's strategic growth plans.

Key duties include:

- Opportunity pursuits existing products – manage existing sales, KAM, and identify new opportunities turning them into reality. Preparing quotes and proposals for customers
- Opportunity pursuits new products –identify new product opportunities, supporting the internal teams to assess and turn the opportunity into a commercialised product line
- Work with operational teams to ensure customer enquiries are actioned appropriately and suitable proposals are issued
- Drive and contribute to new product development initiatives aimed at generating growth from new, audience appropriate, revenue sources
- Brand profiling – develop integrated marketing communications and campaigns including, for example, event/conference/sponsorship/thought leadership to profile the sector offering/group in the external market place. Utilise additional platforms such as LinkedIn Sales Navigator to grow network of contacts Sector/industry client portfolio management
- Pitch management and support – developing compelling bid responses for current or new cross-practice sector-focused opportunities
- Input, analyse and interpret all relevant sales management information to prioritise incoming workload and qualify sales opportunities
- Deliver high levels of customer service which result in positive feedback from both internal and external stakeholders
- Monitor competitor publications, websites and events to seek and convert leads. Also monitor new clients and industry developments for potential leads for conversion
- Understanding market trends and developments to maximise sales opportunities.
- Attend industry events as and when needed, this may include overseas events

Qualifications and Experience

Essential

- Graduate calibre with business development experience in a professional services environment
- Experience in implementing business plans and creating social media campaigns, with proven experience of achieving results
- B2B sales experience dealing with internal or external stakeholders/decision makers by email, telephone and face to face
- Track record of achieving sales targets

Desirable

- 4+ years' experience in a Marketing & BD role
- 4 + years Field experience with Key Account Management
- Some knowledge of working in the relevant sector would be ideal, though this is not essential
- Manufacturing background

Additional Information

The successful candidate will need to be well organised and someone who delivers what they promise to a consistently high standard. Confident and pragmatic, with a results focused and proactive approach and mind-set. Candidates will be expected to demonstrate excellent attention to detail and be supportive, and committed team player, who is willing to use their initiative. A good communicator with the ability to influence senior people in the company and a skilled analyst who is able to source and combine data and information so as to provide commercial and useful insights about client relationships and needs.

This is a permanent position and ideally we are looking for someone to work Monday to Friday, 39 hours per week. However, we do not want to miss out on great talent so are happy to consider alternative work patterns.

What we can offer you

In addition to a competitive salary, we offer the following benefits:

- 25 days' annual leave plus Bank Holidays.
- Group Personal Pension scheme - we will match your contributions, plus 2% extra, up to a maximum of 10% employer contribution.
- Non-contractual company bonus.
- Contributory Private Healthcare scheme.
- Employee Assistance Programme
- Life Assurance
- Flexitime
- Cycle to Work scheme.
- Free, onsite car parking.

If you are interested in this exciting role, within a highly regarded, privately owned and successful chemical manufacturing company, then please apply in writing to Human Resources, Briar Chemicals Ltd, Sweet Briar Road, Norwich NR6 5AP or email **HR.Office@BriarChemicals.com** submitting a detailed CV and covering letter, stating why you believe you are a suitable candidate.