



Business Development Manager

Nationwide

Full Time

CPG Europe manufactures high performance building materials to solve the complex challenges faced by today's construction industry. With over 1,400 employees across Europe, we are committed to shaping a world where buildings and structures save energy, last longer and exceed sustainability benchmarks.

Duties Include:

- Develop and implement a robust growth strategy for all segments of the Flooring division.
- Support Marketing (Local and Central) with competitor market intelligence.
- Work closely with the Specification team to ensure that the business development/specification project pipeline is robust, and projects are being converted by ASM's.
- Identify any gaps within our service and product portfolio.
- Identify new markets and/or applications for existing products and new products.
- Key account management with clients to maximise long term sales and internally to shape the direction of the business.
- Meet reporting requirements including monthly reports and status analysis using the CRM System.
- Support the Sales Team in technical meetings / site visits.

Successful candidates will have the following:

- A minimum of 5 years sales experience or key account management in the Construction/ Flooring industry.
- Strong technical understanding of key flooring products.
- A recognised Sales or Marketing qualification is desirable.
- Proficient with Microsoft 365.
- Experienced CRM user preferably Salesforce.
- Strong communication and presentation skills.

Salary & Benefits

- A competitive starting salary.
- Lucrative performance-based bonus scheme.
- 25 days holiday entitlement (excluding bank holidays) increasing to 27 days holiday following length of service with the business.
- A range of attractive benefits (pension, company car, life assurance, private medical, perkbox and enhanced family friendly leave).



**Construction
Products Group**
Europe



Contact

Please apply exclusively with your CV to uk.recruitment@cpg-europe.com

Become part of our team and shape the future of CPG Europe!

The Company is committed to the principle of equal opportunities and is opposed to any form of unfair discrimination on the grounds of race, colour, nationality, ethnic or national origin, sex or marital status, disability, sexual orientation, age, religion, or belief. Candidates will be chosen on the basis of their ability and suitability for the role.