

# Sales Development Manager

## Johnsons Wellfield, Huddersfield, West Yorkshire

Johnsons Wellfield, Britain's leading supplier of Natural Hard Yorkstone, has an opportunity for a Sales Development Manager to join the quarry and stone production facility in Huddersfield.

Johnsons Wellfield is part of the progressive family owned Myers Group. The successful applicant will be a key member of the Sales Team and will play a fundamental role in achieving ambitious customer acquisition and revenue growth objectives.

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### Responsibilities will include:

- Plan, develop and implement sales strategy in order to achieve maximum sales, profitability and efficiency.
- Monitor, measure and report on sales issues, opportunities and development plans whilst managing and developing all sales activities and sales staff to achieve overall margins.
- Liaise proactively with customers on a daily basis to determine potential or existing sales and supply. Maintain client relationships by providing support, information, and guidance, researching and recommending new opportunities, profit and service improvements.
- Identify business opportunities by recognising prospects and evaluating their position in the industry, researching and analysing sales options. Maintain and grow a portfolio of customers and projects sourced from appropriate leads to ensure an adequate sales pipeline.
- Ensure contact is maintained with customers by utilising sales lead tracking software and CRM system. Prepare reports by collating, analysing, and summarising information and attend meetings where required.

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### The following skills, experience and attributes are required:

- PC literate preferably with analytical abilities and experience of CRM applications
- Excellent communication skills, both written and verbal
- Prior experience of sales management and of working within a sales environment
- Self-motivated with the ability to plan, prioritise and organise workloads
- Professional personal presentation, attitude and demeanour together with excellent customer service skills and a friendly and focused attitude
- Related stone industry experience would be beneficial

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**If you feel you have the skills and knowledge required to contribute to our business, please email your CV together with a covering letter to [careers@myersgroup.co.uk](mailto:careers@myersgroup.co.uk)**

