

At Lesters we’re a family-owned business with forty years of heritage. We’re friendly, responsive, and have grown by being a true business partner to our clients. We have big ambitions. We’ve invested heavily in facilities, technology and people to create improved capability, capacity and efficiency. We’re on an exciting journey to shake up the industry and we want to take you with us.

**JOB SUMMARY**

**The Role:** Business Development Manager

Lesters, the large packaging specialists, are looking to recruit two skilled and highly motivated Business Development Managers to work within the Sales team driving new business development activity within the Northern & Southern regions (based out of our Burntwood Office).

You will be expected to establish a network of commercial relationships with packaging buyers, develop a pipeline of new business opportunities and deliver revenue growth. We are looking for someone who can identify and create new opportunities and has a track record of building strong relationships with key decision makers. You’ll be comfortable talking to new and existing clients about a wide range of business issues to cultivate new growth opportunities. You will use your sales expertise, knowledge of our products and services, and sector specialism to identify and convert new business opportunities to deliver return on investment and profitable growth for the firm.

The successful candidate must possess the experience and professionalism to be credible in the market, as well as to challenge and influence senior management internally, and be able to demonstrate a thorough understanding of the strategic business drivers for Lesters.

**About the team**

This role sits within the Sales team, part of Sales and Design, The Sales team operates with a client focused culture working collaboratively with other business functions to ensure we are operating with a commercial mindset and a consistent level of quality and excellence in all we do. The Sales & Design team deliver the firm's market strategy and is made up of a group of design and sales professionals with outstanding knowledge and expertise.

**Your responsibilities**

This role will focus on driving new business development activity and will report to the Technical Sales Manager, working across a designated Northern/Southern sales territory. You will work with key stakeholders internally to identify, develop and convert new business opportunities.

Key responsibilities will include;

Identification and development of new business opportunities.

* Management of a portfolio of key targets consisting of a blend of existing clients and new opportunities.
* Drive consistent client facing activity by identifying opportunities and securing meetings within that portfolio.
* Implement best practice to expand our relationships across the portfolio and drive new opportunities.
* Build your profile in the market and establish yourself as a recognised Lesters figurehead, acting as the focal point of all business development activity in the region.
* Establish a network of commercial relationships with the wider business community.
* Develop a pipeline of opportunities & drive the pursuit process through to conclusion
* Attend relevant client and/or intermediary events to network and represent Lesters in the market. Ensure effective follow up.
* Develop an understanding of key client issues and the relevant Lesters propositions that are successfully generating revenue.
* Support, drive & deliver business initiatives when required.
* Attend and/or chair relevant internal business development meetings and drive subsequent actions.
* Ensure the messages & learnings from Client Feedback are shared and acted upon to help increase opportunity conversion & client satisfaction.
* Accurately record all business development activity (meetings and opportunities) to evidence performance and ROI.

Essential skills needed for the role

* Corrugated industry expertise
* A proven track record in an external client facing business development role.
* An expert understanding of targeting & lead generation with the ability to implement both strategic and tactical initiatives.
* The proven ability to drive and develop a pipeline of opportunities.
* A knowledge and understanding of the Third-Party Logistics/Retail and Automotive sectors would be of particular benefit.
* Experience of operating in a complex organisation with service focused propositions
* Strong relationship management skills.
* Proactive with a positive ‘can do’ attitude.
* Self-starter able to work effectively as part of a team.
* A team player. Able to actively contribute & participate as a member of the Sales capability and wider Sales and Design function.
* A sound business understanding as well as being commercially astute and risk aware.

**The skills we look for in future employees**

All our people need to demonstrate the skills and behaviours that support us in delivering our business strategy. This is important to the work we do for our business, and our clients. These skills and behaviours make up our key Brand Values framework and are centred around our brand promise “We Deliver More” and are made up of five core values; Understand More; Create Better; Innovate Smarter; Challenge Quicker and Think Bigger. Learn more here: https://lesterspackaging.co.uk/our-values.

Applications

If you’re always thinking “What’s next?” rather than “That’s it.” and if you want to become an integral part of a forward-thinking ambitious organisation, we’d love to hear from you.

To apply, email your CV or complete our application form, which is available to download, to our HR Manager by clicking ‘to apply’

**We’re Lesters, the large packaging specialists, and we deliver more.**