

At Lesters we’re a family-owned business with forty years of heritage. We are the large packaging specialists, and we are looking to expand our sales team.

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:** External Sales / Business Development Manager – field based role.

This is an external sales / BDM role which is suitable for applicants who has the experience and professionalism to deal with both prospective and existing customers based in the North, who are looking for their next packaging solution.

The successful candidate will be required to identify a network of business relationships to develop and convert new business. They will use their sales expertise, knowledge of our products and sector specialism and customer focus to deliver revenue growth.

**Key Duties**

* Build your profile and a network of business relationships with packaging buyers across a designated sales territory.
* Develop a consistent sales pipeline of opportunities, ensure effective follow up and drive the sales process through to conclusion.
* Accurately record all sales activity to evidence performance and results.
* Attend relevant client and/or intermediatory events to network and represent Lesters in the market.
* Understand key client issues and relevant Lesters propositions that will successfully generate revenue.
* Support, drive and deliver business initiatives when required.
* Attend internal sales team meetings, contributing effectively and report on your short, medium and longer term pipeline.
* Work effectively with other departments to share and act upon client feedback, to increase conversion rates and customer satisfaction.
* Any other duties that are within your capabilities.

Our Ideal Candidate

The ideal candidate will have sufficient expertise of the corrugated cardboard industry or products. An understanding of the third-party Logistics/Retail and Automotive sectors would be of a particular benefit.

They will also:

* Be commercially minded, target driven and able deliver results.
* Have a good work ethic and professional people skills.
* Proven ability to develop a pipeline.
* Have strong business relationship management skills.
* Be a team player.
* Be willing and motivated to continuously strive to improve.

What is on offer?

* Competitive salary and commission
* Workplace pension scheme.
* Holidays: 28 days per year including bank holidays, with access to the latest app based software making booking time off simple and accessible.
* Quality, professional Lesters clothing provided.
* Clear and open management structure, good staff facilities, ongoing investment in people and plant.

Head office is based at Burntwood, Staffordshire, WS7 0AJ and core hours are 8am to 5pm Monday to Thursday, 8am to 4.45pm Fridays.

It is envisaged that your time will be spent between customer visits in an area covering either the North/South, along with a combination of home/office working.

**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.**