

JOB DESCRIPTION

ROLE: Wholesale and Tenders Manager

WORKING HOURS: UK working times

PRIMARY RESPONSIBILITIES

This role is responsible for all managing and growing sales from tender and wholesale accounts through to account management. You would be responsible for up selling and cross selling the product range to wholesale and retail groups whilst also keeping a keen eye on margins and stock levels for our retail customers.

SECONDARY RESPONSIBILITIES

- Present and sell company products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client concerns.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals on the Companies' bespoke software
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Develop and implement special sales activities to reduce stock.
- Other duties as assigned.

ESSENTIAL EXPERIENCE

- Previous sales experience
- Pharmaceutical knowledge would be desirable although not essential
- Delivering Results
- Driving Performance
- Managing Relationships
- Selling skills – including telephone based
- Negotiation – including telephone based
- Customer Focus
- Judgement, decision making and problem solving
- Competent in MS Office

For more information on our company please visit www.bnsgroup.co.uk