

## Job Role: Business Development Manager.

Competitive Salary + Bonus + Car.

### Global is a truly inspirational business.

We are one of the UK's most dynamic fleet management and rental companies, and we are thinking bigger than ever before. We are taking on new challenges, expanding and finding new ways to deliver the best value. You could be part of this adventure.

Yorkshire based, with UK wide coverage, our fundamental principles of high quality professional service and tailored solutions are as true today as they were 20 years ago. Our strong reputation is key to our success. We offer fleet solutions to simplify fleet management. Our comprehensive and market leading range of products

and services includes vehicle daily rental, contract hire, remarketing, maintenance and servicing.

But it's not what we do, it's the way we do it that makes us so extraordinary. Customers are at the centre of our thinking and decision making all of the time.

Constantly innovating, the Global team is talented, diverse and hard working. It's a high octane performance led culture where we have fun. If you share our values, want to be challenged, get support for your professional growth and be well rewarded, you will fit right in!



### What you will do:

- Identifying prospects, drive new business development, generate new and incremental business and meet monthly/quarterly/annual targets.
- Build on Global's reputation for quality service and reliability, delivering consistent and sustainable results in terms of the sales pipeline
- Cultivate profitable long term relationships and develop existing corporate accounts to their full business potential.
- Ensuring that Global's corporate sales increases in line with the objectives and the Company realises the profit potential of the Global range of products and services from new business. ▶

### Contact us:

If you're interested in furthering your career with Global, get in touch:

+44 (0) 113 391 8040

HR@globalautocare.co.uk

## How you will do it...

- Identify and pursue new opportunities.
- Develop new incremental opportunities.
- Position Global as the supplier of choice, surmounting price and environmental challenges.
- Build strong corporate customer relationships through exemplary customer focus, proactive lead management and enthusiastic and informed contact.
- Maximising profit opportunity from accounts in order to achieve sales targets.
- Maximising sales advantage with all services by promoting USPs.
- Managing and implementing new agreements and transferring established accounts to account management at the appropriate level.
- Actively increasing the profile and awareness of Global within the accounts and their peer group.
- Identifying and implementing prompt and effective remedial action to address customer issues.
- Support the identification of wider growth opportunities.
- Ensure the timely and successful delivery of extraordinary solutions according to customer needs and objectives.

## What you need to be successful...

- A proven track record in Business Development is preferred but development opportunities are available.
- Previous experience of customer relationship management.
- Fleet industry experience is an advantage along with a full clean driving licence.
- Degree or equivalent preferred but not essential.
- Exceptional interpersonal skills, successful negotiations skills, competent formal presentation skills.
- Well-developed analytical skills, sound financial abilities and ideally knowledge of the fleet and leasing industry.
- Highly self-motivated and able to motivate and influence others, with the drive to take on new challenges and deliver exceptional results under time and resource pressure.
- Well-developed organisational and time management skills.
- Excellent verbal, written and spoken communication skills.
- Strong organisational skills and ability to effectively manage and prioritise workload.
- High levels of attention to detail and accuracy.
- Ability to work well under pressure especially during peak periods.

## Above all, you will need...

- A **passion** for learning and desire to succeed.
- Absolute **integrity**, consistently adhering to high quality professional standards, with sound business acumen.
- **Innovation** and a solutions focused approach.
- **Performance** driven and keen to deliver to the best of your ability every time, all the time.
- **Agility** - responsive to the needs of the customer.
- **Quality** focus and to aspire towards excellence in all things.
- To take **pride** in supporting the delivery of extraordinary fleet solutions.

## And in return...

As Business Development Manager at Global, you will receive a competitive salary, discretionary bonus and Company Car. It's a great environment to work in. There's open communication with management, and ample opportunity to showcase your ideas to our shareholders and owners.

Be part of our success – apply now!

Email your CV to:  [HR@globalautocare.co.uk](mailto:HR@globalautocare.co.uk)