

SAS International are a world leader in the design and manufacture of metal ceilings, operating in the UK, EU, USA, MENA, and Australia. More than 800 committed and highly motivated employees in 6 countries contribute to SAS Internationals global success.

With over 50 years of progressive innovation, design and manufacturing excellence; we have diversified into associated disciplines such as partitioning systems and doors, energy efficient cooling and heating, room comfort solutions and internal architectural metalwork finishes.

Offering a diverse and inclusive culture, SAS are committed to offering employees a fulfilling career suited to their skills and ambitions. We encourage applicants from all backgrounds to apply.

The Role:

The Business Development Manager is responsible for maintaining and developing relationships with key stakeholders to generate new business for SAS International. This role will have a key focus on Data Centres primarily in the UK (priority) with global oversight.

The Person:

- Extensive previous experience in a BDM or Sales position
- Experience developing and implementing a Sales strategy
- A thorough understanding of the construction industry and markets SAS operates within. Knowledge of Data Centres would be highly beneficial
- Understanding of the specification sales processes
- Ability to conduct meetings with all levels of stakeholders from clients to the installation contractor
- Technically be able to write specification and read 2D layouts and sectional details
- Knowledge of CRM systems as a sales tool
- Ability to conduct presentations to different stakeholder levels
- Excellent communication skills and interpersonal skills; ability to build relationships with ease
- Strong problem-solving skills
- Dynamic and results oriented

Responsibilities:

- Develop and implement a clear strategy defining a structured approach to targeting key corporate clients.
- Maintain and develop relationships with external key stakeholders to generate new business within the Data Centre offering.
- Work with Marketing to develop appropriate collateral which will promote sales.
- Ensuring Salesforce is maintained and updated accurately and in a timely manner.
- Monthly reporting on progress against strategy, selection trends, new products and certifications and drive this intelligence to Marketing and Product Development.
- Ensure our customers receive a clear and concise understanding of our Data Centre product from technical to the application.
- As the product / sector manager, you will be expected to maintain a comprehensive understand of the competitive landscape (products and pricing)
- Conduct internal and external training on our Data Centre products

Application:

If you feel like you'd be a great fit for the role, please send your CV to hr@sasintgroup.com. The team will review your application and will reach out in due course.

We look forward to hearing from you soon!