



Business Development & Sales Executive – Brookeswood Joinery Ltd

Are you looking for a new challenge in the joinery construction industry? We may have the ideal job for you!

Brookeswood is one of the premier manufacturers of prestigious timber windows, doors and staircases within the UK and to support our continued growth and brand awareness, we're looking for a passionate, organised and highly driven, Business Development & Sales Executive to join our friendly and enthusiastic team. We're looking for someone who will not only play a key role in the continued growth of the business, but someone who will strive to achieve great results in their own professional development.

About the Role

In this hybrid role, you will be responsible for seeking and developing new business opportunities, along with managing and maintaining existing client relationships. By splitting your time between sourcing new leads from; trade accounts, architects, builders, developers and interior designers, you'll be off to a great start in creating strong ongoing relationships with current and future clients. From lead generation, you'll be well suited to continue nurturing relationships with key decision-makers and managing the overall sales process from lead - to - quotation - to - order.

By carrying out your role to a high standard, you'll play an important role in Brookeswood's ongoing growth in turnover and profitability. You'll be a lead player within the Sales Department, working with the Sales Director and our Sales Executives, in securing new business and forging those new and on-going professional relationships to drive Brookeswood to the next level.

The role will initially include working from the office, alongside the sales team, while training takes place. During this period, you will be working with the Sales Director and Executives to enhance the Sales Development Strategy for your role and the business. As your initial training is concluded, the role will move to become hybrid, and will require you to be working in the field part of the week, aiming for a half and half split between the office and off-site client meetings.

Training will be continually provided, covering all product and technical knowledge, our industry specific Quoting & CRM software, the processes & procedures we work with, along with any external training desired or suggested to carry out the role to a high standard.

Responsibilities

- Create and work with the sales director to implement a business development strategy to source and secure new commercial accounts, to progress our business-to-business route to market.
- Identify, source and forge relationships with trade customers such as home improvement companies and non-manufacturing window and doors companies across the country.
- Seek, build and maintain strong relationships with architects, builders, developers, interior designers and other industry professionals, who will prove as huge assets in consistent end-user referrals.
- Conduct product demonstrations and CPD (Continued Professional Development) presentations, showcasing the value proposition of Brookeswood Joinery Ltd and our products, enforcing why our window, door and stair solutions are the ideal product for their clients.
- Manage new leads from end users/residential clients, based on sales territory lead allocation, you would be working with our other Sales Executives, providing detailed quotes, project advice and regular home visits.
- Arrange showroom and workshop appointments for potential and existing clients, along with new and existing Trade Accounts, Architects, Interior Designers, Builders and other industry professionals.
- Negotiate quotes and regular contractual work to secure new business and achieve sales targets.
- Maintain accurate sales records and reports within the Zoho CRM system.
- Be responsible for achieving the overall sales targets and supporting other sales executives in pushing to meet the overall sales target.
- Weekly meetings with the Sales Director on continued account and prospect development.
- Occasional attendance to Trade Shows, including working over the weekends may be required on some occasions.

Skills and Experience

- Proven experience in business development and sales, ideally within the construction or joinery industry.
- Excellent communication, presentation and interpersonal skills.
- The ability to build strong relationships with clients at all levels.
- Good understanding of the construction industry is preferred but not essential.
- A proactive and self-motivated individual with a target-driven approach.
- Excellent time management and organisational skills.
- Experience with quoting and negotiation is desirable.
- Strong understanding and use of a computer, including Microsoft Office – Word, PowerPoint, Excel, Outlook and Teams.
- A valid UK driving licence is essential.

Benefits

- Competitive salary
- Commission on orders sold – rates and commission type negotiable.
- 28 days holiday entitlement (Including bank holidays).
- Car allowance (with mileage and travel expenses paid) or company car.
- Work mobile phone and work laptop.



- Workwear provided.
- Regular Occupational Health Checks.
- External professional job role training, applicable to sales, negotiation, sales management and presenting etc.
- Opportunity to work for a well-established and growing company.