

Key Account Business Development Business Manager (m/f/d)

As a Business Development Manager you will create and develop sales in line with the planned targets for Carrier RLC.

The primary focus with this role is to develop sales of heat pumps and systems within the New Build and Social Housing and utilities sales channels.

The role will be to drive and develop sales opportunities whilst ensuring we drive service revenue with all customers (installers, contractors, developers, housing associations & merchants) for the Carrier RLC portfolio of products.

Create, manage and develop a project pipeline and provide project/product forecasts for secured projects.

Field based and reporting to the National Specification Manager, the role will work in a cross functional and collaborative way with all Carrier RLC UK sales teams providing support to develop sales within the existing customer base. In addition to this we also look to grow our portfolio of sales with new customers within the residential market.

As a Business Development Manager, you'll be responsible for:

- Develop relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

To be successful in this role, you should have:

- A full understanding of the specification process and route to market - the ideal candidate should be able to network from senior decision makers to business influences across the market channels and various customer types
- Expert market knowledge of the heating and heat pump sector, gained from experience in manufacturing sales
- A strong technical knowledge of heat pumps is essential
- Proven work experience as key account manager or sales manager with a good success rating
- Excellent communication and motivational skills
- Self-motivated, target orientated, proactive in approach with solid commercial acumen
- An ability to understand and analyse sales performance metrics
- Solid customer service attitude with excellent negotiation skills
- Strong communication skills
- A "can do", solution-focussed outlook
- Experienced with presentations, reports & managing budgets and able to conduct meetings

- Self-starter, people person and relationship builder
- Analytical skills with a problem-solving attitude
- Full UK Driving License
- Willing to travel nationally throughout the UK, Wales & Scotland
- Experience of working within a fast moving and dynamic environment
- Competitor knowledge
- Successful sales experience in a similar field
- Knowledge of CRM software and Google

What we offer:

We offer excellent development opportunities, an attractive salary and exceptional benefits including the following:

- Competitive salary
- Company car
- 25 days annual leave (Excluding bank holidays)
- Annual bonus scheme
- Company pension
- Employee Assistance/Wellbeing Programmes
- Death in service benefit and private healthcare options
- Business tools, including mobile phone, laptop
- Career Progression

Who we are:

Build a career with confidence

Carrier Global Corporation, global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the centre of everything we do.

Our commitment to you

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is The Carrier Way.

We believe in people and their potential. If you are up for the challenge and want to be part of the energy transition, apply now!