

Polypipe Civils & Green Urbanisation

Business Development Coordinator, **Loughborough**

We are currently looking to recruit two ambitious Business Development Coordinators to work within the Commercial team at our Loughborough site.

This is a full-time opportunity responsible for a designated geographical area, working in partnership with TSM's to deliver a credible and professional service to internal and external customers, maximise opportunities and convert enquires to orders.

Daily tasks and accountabilities include;

- Coordinating all enquiries received for your designated area, capitalise each opportunity by offering the full sales package and ensure all enquiries pass through the order process efficiently.
- Increasing profitability of the business through generation and the follow up of enquiries, building relationships with customers and ensuring pricing is maximized and accurate.
- Liaise with the external sales teams, attending monthly meetings with assigned Technical Sales Managers.
- Pro-actively chase and win orders to set a target, meet / exceed targets and KPI's set.
- Work as part of a team and contribute to business objectives.
- Develop and maintain a managed log of potential order opportunities.

Applications are sought from candidates who have a minimum of 2 years' work experience in internal sales, ideally gained within the construction industry. It is essential you have familiarity with using CRM database systems.

This role requires someone who is adaptable, self-motivated and is driven to deliver exceptional customer service with the ability to multi



task to ensure they achieve departmental deadlines. You must be proficient in all Microsoft Office applications and have good attention to detail.

People are at the forefront of everything we do, we have a unique culture where you can be yourself, contribute your ideas to make continuous improvements and take pride in achieving results to support the overall success of our growing business. We recognise the value of investing in our people through comprehensive training and personal development courses. Along with a competitive rate of pay, a variety of shift options to support a healthy work-life balance our comprehensive benefits package which includes: -

- Save as you earn Sharesave Scheme
- Monthly attendance bonus for hourly paid employees
- Bonus schemes (Monthly commission upon completion of probationary period)
- Contributory pension scheme
- Life assurance (linked to pension scheme membership)
- Access to a variety of high street discounts via our Network Benefits employee benefit
- Cycle to work scheme
- Free flu vouchers
- Various health & wellbeing initiatives including complimentary occupational health on-site physiotherapy and counselling services
- Employee Assistance Programme with 24/7 confidential telephone helpline support
- Staff discount on all Genuit Group products
- Free on-site parking

Should you wish to apply for this position please send your CV and covering letter to civils.careers@polypipe.com

