

Business Development Manager

Kelly RAC has a vacancy for a Business Development Manager to join the company and create opportunities and growth.

Key Duties & Responsibilities

Kelly RAC offers specialist design and installation of Air Conditioning, Refrigeration and HVAC Systems to Industrial, Commercial, Retail, Healthcare, Hotel and Data Centre clients nationwide.

This position will target creating awareness of the Kelly RAC brand nationally and develop National Account Business with an emphasis on service and maintenance sales. As Business Development Manager your role is to develop new client relationships negotiate contracts and generate income. relationships negotiate contracts and generate income.

Requirements for Ideal Candidate

Must have high level of technical and industry related knowledge in order to complete initial site surveys and quotations.

Proven track record in Sales five years experience.

Willing to cold call on new prospects

Be results focused having strong interpersonal, closing skills with potential clients.

Have a positive outlook and be energetic to grow the business.

Be able to present at Senior Management level.

Be proficient in Microsoft Word, Excel, Powerpoint.

Package

Vehicle, Mobile, Laptop

Salary: Negotiable on Experience

For further information please visit our website on www.kellyrac.com

Please email your CV to mary@kellyrac.com