

## **Business Development Manager (Playground Equipment)**

Miracle Design and Play Limited are providers of fun, imaginative and safe indoor and outdoor play equipment.

They offer a free bespoke design service and will produce an innovative and fun design that will take into account the dimensions of sites to specific play requirements.

Position: Business Development Manager

Location: Milton Malsor, Northamptonshire

Working hours: 8am until 4.30 pm, Mon-Fri.

Salary: Competitive plus commission structure

Benefits: 23 Days holiday + Bank Holidays (increasing by 1 day per year of service up to a maximum of 5)

On-site Fitness Studio, exclusively for employees.

### **ROLE:**

A fantastic opportunity has arisen for an Account Manager / Business Development Manager to join Miracle Design and Play Ltd, a leading provider of Outdoor Adventure Playground Equipment. The position has been created to meet a growing demand from existing clients.

The main focus of the role is to manage and grow an existing quote bank, liaising with key stakeholders within the housing development sector.

This position involves working closely with the Business Development Director to target key markets, develop a winning strategy and close quotes to be passed to the project management team. The role also encompasses managing the marketing strategy for the business, actively promoting via email marketing, telephone canvassing and social media channels.

This is initially an office-based role although travel to meet clients and local authorities may be required as the role progresses.

### **RESPONSIBILITIES:**

- a) Target key markets, develop a winning strategy and close quotes to be passed to the project management team.
- b) The role also encompasses managing the marketing strategy for the business, actively promoting via email marketing, telephone canvassing and social media channels.

### **ESSENTIAL SKILLS / EXPERIENCE:**

- a) Proven experience working in a business development role, with a confident phone manner and experience of selling face-to-face.
- b) An autonomous, self-motivated professional with a hunger to grow their own portfolio.
- c) Competitive desire to fulfil your sales potential.
- d) Someone who can achieve targets and enjoys new challenges.
- e) Commercially aware and can understand new industries quickly.

### **DESIRABLE SKILLS / EXPERIENCE:**

- a) Experience of selling into the housing development, holiday park or public sector environment would be a bonus.
- b) Strong knowledge of Playground Equipment.

You may have experience of the following: Sales Executive, Account Manager, Product Sales, Business Development, Playground Equipment, Technical Sales etc.

Please apply to: [nick.saker@miracledandp.co.uk](mailto:nick.saker@miracledandp.co.uk)

Closing date: 15th October 2023

Interviews to be held on 17th and 19th October.