

HARVEY

PEST CONTROL SERVICES

WWW.HARVEYENVIRO.COM

Business Development Surveyor

Location: Manchester

Salary: OTE £40k + car allowance

Job Overview

This is an exciting opportunity to join Harvey Environmental Services as a Business Development Surveyor. The main objectives of this role are to win new profitable contracts and job work via proactive development, networking and maximising reactive opportunities. New business opportunities will be sourced via self-development and from the existing contract portfolio with a 75/25% ratio new to existing clients.

Description

The successful candidate must be able to forge strong relationships with operational colleagues and build a 'one team' ethos to help generate growth. Occasional travel throughout the UK may be required.

Benefits package

- Competitive salary – we believe that if we look after people they look after the company – our remuneration offering is strong when measured against others in the same industries/area
- OTE of up to £40k
- Car Allowance
- Commission/Bonus (non-contractual) payable monthly/quarterly
- Pension scheme
- High-quality training to allow career progression

Main Responsibilities

- Maintain and develop a wide network of contacts, build relationships in the designated market sectors to ensure that Harvey Environmental Services are invited to bid for opportunities when new/existing clients go out to market
- Actively prospect new & existing clients to promote our full service/product range
- Represent the Company at networking events
- Ensure that all proposals are innovative, accurate, compliant, meet the business requirements and are professionally presented
- Help prepare and deliver all other aspects of the strategic sales plan including awareness campaigns, presentations, exhibitions and general market collateral
- Organize and undertake a thorough hand-over to operational colleagues once each contract/ad-hoc job is secured using the Company's agreed procedures
- Keep up to date of the current market conditions and competitor activity
- Work both individually and as part of a team
- Proactively source new industry innovations so that these may be included within proposals to support our bespoke solutions
- Actively research key market sectors
- Always maintain accurate sales records, giving live data on the status of sales activity, wins and pipeline opportunities via our CRM system

Criteria

- A minimum of 2 years' experience in selling/delivering pest control services
- Full Clean Drivers Licence
- Good communication skills written and verbal - having a confident, robust and attractive personality that will sit well with our customers and our internal team alike
- Good I.T skills – Word, Excel etc
- The ability to work effectively, independently and safely with minimal supervision
- To be methodical and systematic in your approach to work
- Excellent attention to detail
- Previous experience within a customer facing sales role
- Strong team player
- Must live in the Manchester area
- The ability to identify, actively source and secure additional new business opportunities

Preferred criteria

- Pest control qualifications (RSPH level 2/equivalent strongly favoured)
- The ability/aspiration for career progression - the company is growing and there will be opportunities for advancement for the right person

Closes

31st August 2019

Apply

Please send CV and covering letter to chris.saunders@harvey-enviro.com