

# Internal Commercial Sales

**Job Title: Internal Commercial Sales**

**Location: Adlington / Kent**

**Contract Type: Full Time**

Part of a large European Group of companies (CROWD), with production facilities in the DACH, Benelux and Scandic regions with an annual turnover in excess of €130 million and growing, Bailey Street Furniture Group is a leading manufacturer of street furniture, canopies, shelters and cycle parking solutions to the UK construction market. With three separate sites in the UK and as part of our exciting plans for future growth both in the UK and across North West Europe, we are now seeking experienced Internal Commercial Sales individuals to join our UK team, with opportunities at both our Kent & Adlington, Cheshire facilities.

This is a unique opportunity to join a group with a strong focus and commitment to design, quality and sustainability. You will be joining a young and innovative business and must possess excellent customer service skills, be willing to adapt to a proven method of business development and opportunity creation and want to join us on our exciting journey. These roles are viewed as crucial in taking BSFG to the next level in the UK, with excellent development opportunities for the right candidate.

BSFG work with some of the world leading designers and manufacturers of award winning street furniture in addition to having full in house UK design & manufacturing capabilities of our own, enabling us to offer an unparalleled and diverse collection of urban furniture products.

## The Position

Co-operating in tandem with the group specification team, you will be responsible for converting sales leads into tender opportunities and subsequently into client orders to a given target.

Working with an existing pipeline, you will be responsible for nurturing and growing the existing territory, through self-generation of leads, inbound calls and through company marketing initiatives, with a broad selection of architects, contractors, consultants and end user clients throughout the UK.

Adding value and experience to an existing sales team, the role will suit individuals who are already working in construction sales and understand the wide and varied disciplines involved with the construction industry.

## The Person

You should ideally be already working within the construction sector and can demonstrate a proven track record of success; ideally in the street furniture/playground/shelters & cycle parking sectors but other related fields within construction will be given serious consideration.

The successful candidates should have a passion for winning, demonstrate integrity and honesty in their approach to life, and can work calmly under pressure. Be a skilful sales negotiator and closer, able to quickly build strong rapport and trust with customers via telephone and email.

An appreciation of CRM systems, a competent all-rounder in terms of IT skills and possessing an extremely confident and professional communicator on the telephone that leaves a lasting first impression to all prospective customers who contact the business, is essential.

In return, we are offering a competitive package & salary commensurate with experience, including a target driven bonus scheme. This is the perfect opportunity for you to build a rewarding career at a leading UK construction manufacturing organisation.

Please forward your CV in the first instance to the Managing Director [david.pringle@bsfg.co.uk](mailto:david.pringle@bsfg.co.uk)

