



## Business Development Manager, South Region Benjamin Moore UK, operated by Shaw Paints Ltd

We have an exciting opportunity for an experienced Sales Professional with a background in the home improvement / building materials category to join our friendly and respected business in the role of Business Development Manager, South Region.



### About Benjamin Moore & Shaw Paints

Benjamin Moore is a leading North American decorative paint brand and is famous for the exceptional beauty of its colours and for producing the finest quality paint products.

In North America Benjamin Moore is the clear number 1 paint brand for Independent retailers, Interior Designers and premium Professional Painters. It has established this position over the decades by offering beautiful colour palettes, industry leading colour tools and services and an unrivalled product quality.

The Benjamin Moore brand was first launched in the UK in September 2015, by our company, Shaw Paints Ltd. We are the exclusive UK distributor for the brand and go to market as Benjamin Moore UK.

In the UK, Benjamin Moore is distributed through a growing network of Independent retailers and company-owned high street showrooms, as well as via our on-line store and direct to site deliveries.

### Job Purpose

To deliver sustainable and profitable sales growth and market share with retailers and end users in the defined territory.

To sell in products, promotions and services to support our growth strategy as well as generating leads and identifying effective solutions to realise sales opportunities.



**About the role:**

The Business Development Manager will be an experienced Sales Professional with a background in the home improvement / building materials category, particularly in selling into the sector's Independent Retailers. The BDM will have responsibility for securing new stockists for Benjamin Moore paints exclusively in the independent retail channel. They will also be responsible for supporting the development of the brand in existing independent retail customers with the goal of making Benjamin Moore the largest brand in their premium paints portfolio. To support the sales growth in those retailers as well as our company owned showrooms, the Business Development Manager will also drive sales within the professional painter segment.

**Key Objectives:**

- To achieve agreed sales and profit targets by securing new Independent paint retailers in the Southern Region.
- To achieve the highest premium brand share with existing and future Benjamin Moore stockists.
- Achieve incremental sales to professional painters supporting independent retailers and company showrooms.
- Represent Benjamin Moore UK at national exhibitions and events.

**Key requirements:**

- A minimum of 3 years experience selling in to independent home improvement/building materials retailers, with a track record of delivering or exceeding sales targets by growing accounts and winning new business.
- Strong commercial acumen and negotiating skills. Evidence of strong sales discipline.
- An ability to present confidently and persuasively and to build strong relationships. Evidence of exceptional customer service.
- Self-motivated, driven to succeed and professional. Must demonstrate flexibility and integrity.
- An interest in Interior Design and an ability to competently converse with customers about colour, design and technology.
- Experience of working in a field-based role, with good organisational skills and an ability to operate proactively and independently.
- A sound educational background, with qualifications to degree level preferred or equivalent experience
- Proficient in MS Office based IT programmes.
- Possess a clean driving license, current passport and be eligible to work in the UK
- Must be willing to travel throughout the defined territory and to attend occasional evening or weekend events.

Closing Date : 10<sup>th</sup> August 2018

If you are interested in applying for this position, please email your CV to [careers@shawpaints.co.uk](mailto:careers@shawpaints.co.uk). To find out more about Benjamin Moore and Shaw Paints, visit [www.benjaminmoorepaint.co.uk](http://www.benjaminmoorepaint.co.uk).

