

Business Relationship Manager

As a result of continued growth and development, Ski-Lifts is looking to add an additional Business Relationship Manager to their Manchester office. We are looking to recruit a new business focused professional that is looking to progress their career in a rewarding sales position within a Niche market. Specific experience within the travel industry is essential alongside hard work, hunger, determination and a willingness to succeed. Consistent support and infrastructure will be ever present providing you bring the right attitude and willingness.

In return the right candidate will be rewarded with an attractive salary, uncapped earning potential and a vibrant place to work but more importantly be joining an organisation that in recent years have experienced fantastic growth, numerous awards and career changing opportunities.

Company Values

All candidates should demonstrate and possess the following company values

Empathy

Listening skills; Relationship builder; Understanding of customer, supplier and colleagues within our organisation's needs

Ambition

Competitive; Tenacity; Goal focussed

Integrity

Honest; Reliable; Positive; Strong work ethic; Conscientious

Expert

Take control of personal development; Search out answers; Challenges the established thinking; Constantly looking to improve

Proactive

Positive attitude; Problem solver; Anticipates issues; Planner

Responsibilities

- Pipeline and prospecting new clients and opportunities to achieving sales activity and targets. Researching and analysing sales options.
- Develop relationships with key stakeholders within various businesses.
- Updating CRM with daily sales activity
- Manage a portfolio of existing accounts to drive growth

- Attend occasional networking events
- Forecast sales potential from new and existing business.
- Regular reporting to a Business development manager.

Essential

- Have a proven track record in Business development/Sales/Account management.
- Be able to work autonomously and have self-driven work ethic
- New business focused sales experience
- Comfortable on the phone with a professional phone manner
- Top level organisation and work management skills
- Ability to interact and operate with all levels of the business
- Be driven and carry a desire to succeed and achieve the best
- Efficient in Excel, Word, PowerPoint and outlook.

Desirable

- Track record of high activity
- Face to face sales ability and experience
- Travel industry experience in a BDM role.

Rewards

- £23 - £25k Basic salary (DOE) + Uncapped commission
- Pension
- 22 days holiday + 8 Bank holidays
- Company Share Scheme
- Career Development opportunity

Job Types: Full-time, Commission, Permanent

Salary: £23,000.00 to £25,000.00 /year

Experience

- Sales: 3 years (Required)
- Travel industry: 2 years (Preferred)
- Business Development: 2 years (Required)

Location

- Manchester, Greater Manchester (Preferred)