



## **New Business Development Manager**

**Package | 40k plus dependant on experience  
Benefits | Company Car | Pension | Results driven bonus**

Leading Edge Labels & Packaging is an award winning state of the art UV Flexo Label & Film Printer based in Kent, UK, offering a wide range of innovative packaging solutions to large retail and blue chip companies globally. With significant ambitions for growth, we are looking for a New Business Development Manager who in this role will thrive from the exciting opportunity to work within our dynamically evolving business environment. The chosen candidate will have the ability to genuinely shape & influence the future of the business by developing and winning new business in strategic high profile FMCG Brand accounts.

### **The Role:**

This role would be suited to a highly motivated individual who is confident both in face to face customer relations and cold calling. The successful candidate needs to be dynamic & ambitious, with a background in either working with or for large FMCG Brands.

- Reporting to the Company Sales Director and working with the International sales team, you will be primarily responsible for developing new business globally. Requirements of the role would include;
  - Research of markets and potential customers
  - Strategising closely with the business
  - Cold calling potential new clients
  - Preparing bespoke presentations
  - Attending meetings with your various customers and reporting back to the business
  - Working on quotations/ tenders
  - Managing Trials and Implementation of new projects
- Global travel will be expected, mainly within the UK and Europe.

### **Competencies:**

- An enthusiastic, driven, resilient individual with a positive can do /want to attitude.
- A team player who is positive, friendly, approachable, flexible and hard working.
- You should show qualities of being pro active, entrepreneurial and innovative.
- An understanding of making that first all important knowledgeable, professional impact.
- Confident in making decisions.
- Excellent communication skills both verbal and written to various levels within the business and customer base.
- Preferred previous experience in a fast moving demanding business, showing you can be calm under pressure.
- Ideally you will possess some knowledge of print and/or our product portfolio.
- PC Literate - Microsoft Office, Excel, Word and Powerpoint
- Full Driving License

**We at Leading Edge Labels and Packaging are continuing to grow at an exciting pace and are looking for a motivated individual to take the business forward with us. If you believe that you have the ideal skill-set for this role and you want to join a dynamic company who value their employees and invest in their future then please apply.**

Please send your covering letter and CV along with your current package to [charlotte.wood@leadingedgelabels.co.uk](mailto:charlotte.wood@leadingedgelabels.co.uk) [www.leadingedgelabels.co.uk](http://www.leadingedgelabels.co.uk)