

Senior Sales & Business Development Manager – Personal Care Division

You will be responsible for the **sales development and profitable growth** of Ascot International (1996) Ltd market within UK & Europe.

Candidates' main role will be to **Identify** and work towards agreed sales initiatives. Responsible for **identifying new customers/products** and working with existing customer accounts to **develop and plan strategies** for the company's growth.



Key Responsibilities &

Outcomes:

- ✓ Identify and execute business development plans for new & existing accounts.
- ✓ Research and plan new project opportunities.
- ✓ Identify and execute profitable sales opportunities creating win/win scenarios.
- ✓ Manage and Develop Product Range of own and Lead to the further sales team.
- ✓ Manage supply chain of purchasing material.
- ✓ Be able to identify gaps in the market and strategies gains for the company.
- ✓ Identify new products in the personal care market.
- ✓ Negotiate between supplier and customer.
- ✓ Monitoring the market and identify market potential.
- ✓ Develop relationships and ensure regular communication with existing customers via visits, email, and telephone to maintain and grow current business; become their 'go to' person.



What you'll need – Qualifications &

Knowledge:

- ✓ 4+ Years' experience within an Account management/Business development field-based position
- ✓ Worked in the Chemical or Pharmaceutical industry
- ✓ Strong interpersonal and communication skills.
- ✓ The ability to work effectively in a fast-paced environment.
- ✓ Prepare and execute account development plans and strategies.
- ✓ The ability to think outside of the box on new projects and present confidently to implement to the sales team.
- ✓ Candidate must have Analytic & Prospecting skills.
- ✓ Must have strong Outlook & Microsoft Office skills.
- ✓ Experienced at delivering Value Added solution selling
- ✓ Skill in examining and formulating procedures and processes and implementing new strategies
- ✓ Skill in budget, fiscal management, and forecasting
- ✓ Knowledge of Regulatory Requirement of Market.



Ascot International (1996) Ltd

Ascot International is coming up to its 30th Birthday bringing many exciting opportunities for new business development.

Having just taken on a new adventure of 'Life Science' Structure, we are looking for fun, positive, driven individuals to grow this project and join our journey.

We are proud to be known for our can-do attitude and are rewarded in being our customers 'Go To' Person due to the relationships we build with both them and our suppliers globally.

If you are looking to for a new, stimulating opportunity and personal growth, Ascot is the **Home** for you.

Please send a covering letter and CV to our HR Manager, Harriet, at HR@ascot1.com.

If selected for further conversations, we will be in touch within 7 days of application.

We look forward to hearing from you.



Ascot Incentives:

- ✓ **Full-Time:** Permanent (Monday – Friday – 40 Hours, Early finish on Friday)
- ✓ **Location:** Manchester, Stockport (Office Based, with occasional travel to customers & Suppliers)
- ✓ **Salary:** Negotiable, dependent on experience
- ✓ **Pension:** Company pension
- ✓ **Healthcare:** Healthcare package
- ✓ **Wellness:** Gym Membership
- ✓ **Other:** Bonus Structure based on Sales Activity

