

Job Title	Business Development Manager
Department /location position based	Guernsey Office
Responsible to	Commercial Director & General Manager
Responsible for	N/A
Job summary (the overall purpose of the job)	Sales Development & Key Accounts

One partner for all your business needs in the Channel Islands

We supply leading brands and services to the Corporate, Hospitality, Retail and Healthcare sectors.

Founded in 1965, with offices in Jersey and Guernsey, Mercury Distribution is a trusted partner in the Channel Islands. With an experienced management team, we are at the forefront of commercial distribution, installation, and support services on the Islands.

Whether it's designing a new commercial kitchen, installing the latest eco-friendly coffee machine or supplying all your cleaning, hygiene & healthcare needs, Mercury is the partner of choice for international brands and local customers.

Main duties and tasks

- Field and office/showroom-based customer relationship & Business Development sales role
- Able to work under own initiative towards delivering the goals & targets as set out
- KPI's & targets to be agreed with the General Manager & Commercial Director
- Maximising business with existing & new customers
- New business generation – Medical/Healthcare & Hospitality
- Driving profitable sales across all trade sectors with initial focus on Medical & Hospitality
- To work alongside the Medical & Hospitality Account Managers in developing relationships and new business across the island
- Creating awareness of the scope of our offering in the marketplace
- Promote new showroom to become a desired destination for anyone seeking daily living aids
- Expand product offering in order to maximise potential and increase basket spend of existing customers
- Develop a plan for recruitment of new customers
- To become the “middle ground” between the customer and the sales. The role is one of a very supportive nature. For example you will be working closely with the OT's, care sector and the health care sector in general in order to raise awareness of Mercury's medical range
- To continually review the range of products offered to ensure that Mercury remains at the forefront of the local supply chain. This work to be done in conjunction with the care network needs
- To liaise with suppliers and buying groups to ensure we have the best available product range
- Within 3 months to be fully conversant with our offering, as currently stands
- Undergo training sessions with major suppliers of regular moving equipment
- Work alongside the Technical team to understand and support.

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Reporting

- Reports to Directors
- Colleagues: Account Managers, Engineers, Showroom, Customer Service & Office Admin

A great opportunity for a role in a fast-moving, growing local trading business. You will be the Business Development Manager and therefore the face of Mercury in Guernsey. You will report to the General Manager in Guernsey, and you will have a close working relationship Sales, Purchasing & Operations. Prior knowledge of healthcare products and daily living aids and/or hospitality is an advantage. You should have a working knowledge of Excel and Word and other Microsoft products.

This is a great opportunity for someone with relevant skills wishing to apply them to a sales and account management-based role within a strong local business.