



**Position:** Business Development Director  
**Location:** Northern Region (Home based)  
**Website:** [www.bossdoorcontrols.com](http://www.bossdoorcontrols.com)

### **The Company:**

BOSS Door Controls have been trading since 2009 and we have quickly established ourselves as one of the leading suppliers of high-performance door controls in the UK. We continue to invest and expand our specification range of door controls, introducing additional cam action closers and unrivalled finish choices in 2020.

We have also continued to extend our expertise and product solutions provided to the specification AI market.

2014 - Exclusive UK distributor for Fortessa designer door furniture

2017 - UK market sector distributor for Label door automation

2020 – Exclusive UK distributor for Scigno pocket door systems

We are currently recruiting for a Business Development Director to join the management team who will be instrumental in driving the business forward into the next phase of its development, and supporting our current and planned product ranges.

This is a fantastic opportunity to join a dynamic and growing company, which focuses on delivering our customers with both first-class products and service.

### **The Role:**

- Maintain relationships with our existing customer base
- Identify and develop new customer opportunities within a well established region.
- Maximise potential across the full range of products
- Contribute towards company objectives

## **Desired Skills & Experience:**

This position is ideally suited to a person who has gained relevant sales experience either with an ironmongery manufacturer or distributor, and who is looking to join a company who values individual contribution.

This provides an excellent opportunity for someone who has the drive to grow the company and enjoy the rewards of their hard work.

- You will like to sell, visit customers and build relationships
- Background working with similar associated product ranges
- Industry experience, preferable Dip GAI
- A strong sales background and a proven track record that demonstrates your ability to generate new business
- Excellent sales negotiation and the ability to articulate at any level
- Computer Literate – Word, PowerPoint, Excel etc
- Likes working as part of the team, however with the autonomy that this role offers to use your own initiative

## **The Package:**

Remunerative package to include an attractive salary reflective of this role, bonus, executive company car, laptop, mobile phone plus other benefits.

If you are ready for a new challenge and would like to be part of our growing company then we would be delighted to hear from you. In the first instance please email your application and C.V in the strictest confidence to Russell Marks, Managing Director at [russell@bossdoorcontrols.com](mailto:russell@bossdoorcontrols.com), closing date for applications will be the 19<sup>th</sup> March.

## **No Agencies Please**