



Job Description – Technical Services Business Development Manager (Northern region)

Reports to: National Technical Services Manager

Base: Home based with administrative support from RHA Analysis Administrator

Hours: Monday to Friday, from 9.00am till 5.00pm (totalling 35 hours per week)

A flexible approach to working hours is required due to the geographical nature of the area. Evenings and weekend work will be necessary on occasions

About us:

The Road Transport Industry is a dynamic, business critical sector upon which the UK economy depends. The Road Haulage Association (RHA) is the only UK trade association dedicated solely to the needs of UK road transport operators. It is the voice of the road haulage profession, a champion of its interests and a respected partner to the broader logistics community. We represent approximately 7,000 member companies.

Job Purpose:

Due to the growth of RHA Analysis (Tachograph software solution) we are seeking an experienced Business Development Manager to help grow the department and strengthen the existing team by achieving Sales and meeting demanding targets.

Main Duties & Responsibilities:

- Sales of new business for RHA Analysis (all size fleets, members and non-members) contributing to budgets and team targets
- Deliver onsite Software demonstrations at the premises of haulage companies
- Retention of RHA Analysis customer within the Sales territory
- Visiting, advising, training and guiding members and customers on a range of issues including software and transport related Technical advice specific to Transport software solutions offered by the RHA
- Advising and selling relevant RHA services and compliance products to customers and members
- Promote RHA Analysis internally and externally
- Delivering After sales service to ensure implementation and training has been carried out effectively
- Achievement of Sales targets by successfully managing own pipeline of leads
- Identify new business opportunities and provide leads to other departments where possible
- Create and maintain accurate and up to date records of Sales activity within the CRM system - regarding contact details and progress of sales

Key Skills:

- Proven Field based Sales experience within a technology/advanced systems environment
- Knowledge of the Transport Industry desired but not essential

- Be certified in the skills and competence level required by the department- CPC Transport Manager and knowledge of the drivers' hours regulations (full training will be given)
- Ability to present and engage at all levels of business from Owner Operators to Large 3PL companies
- Experience in undertaking presentations
- Strong interpersonal and communication skills is essential
- Have a full UK driving license

General Responsibilities:

All employees of the RHA have the following responsibilities:-

Health and Safety

- To take responsibility for your own health, safety and welfare, being conversant and ensuring compliance with the organisation's policies and procedures

Training and Development

- To undertake all reasonable training, learning and development activity designed to support you in your role

Diversity and Equality

- To be responsible for your own behaviour and act in a manner that avoids and discourages any form of discrimination or harassment

Quality Policy

- To be responsible for the activities required to support the organisation's Quality Policy

Employee's Signature:

Date:

Manager's Signature:

Date:

Review Date:

Date: