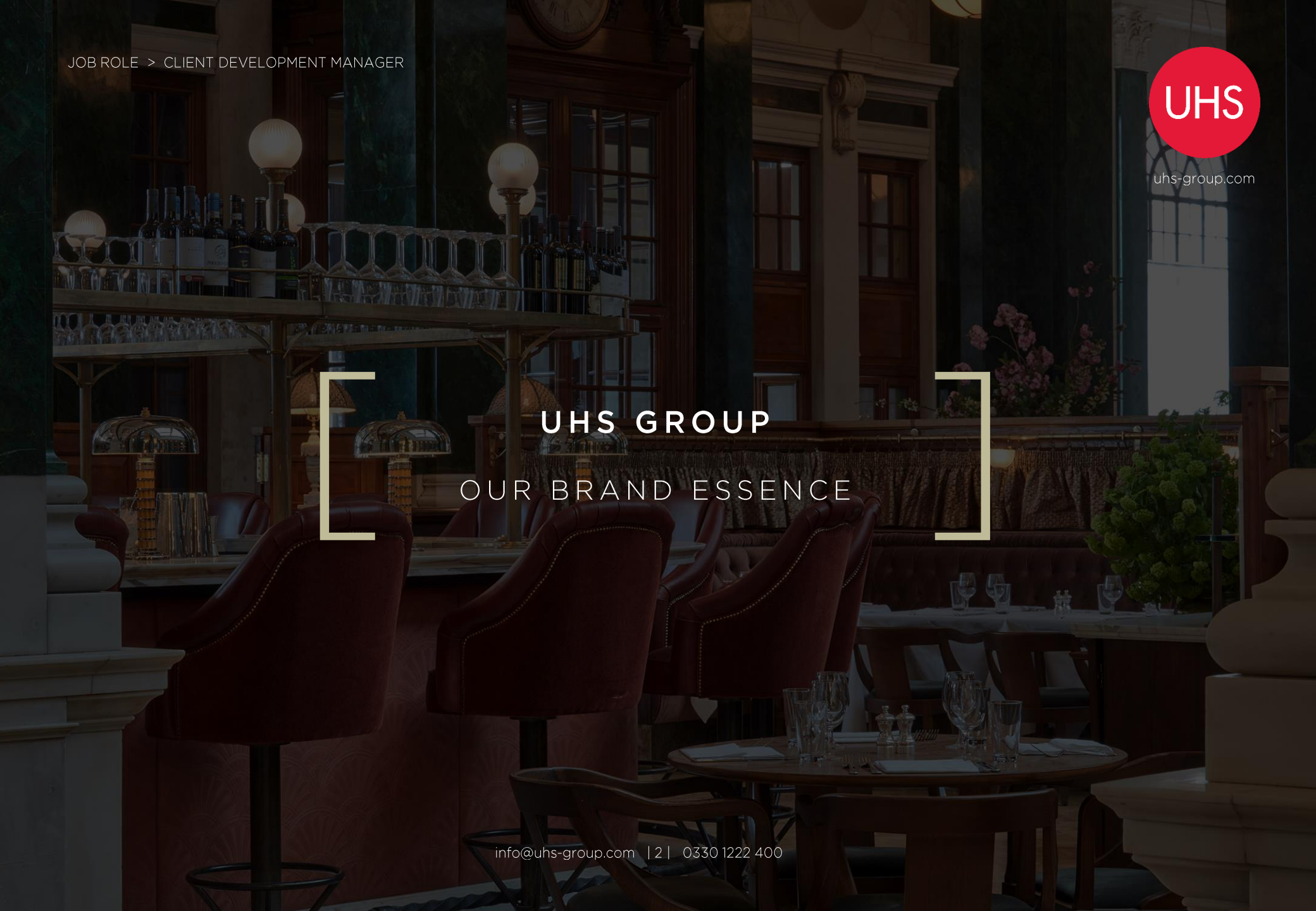
CLIENT DEVELOPMENT MANAGER

Building Stronger Relationships with Clients at UHS Group.

© 2017 UHS Group

uhs-group.com



UHS GROUP

OUR BRAND ESSENCE

uhs-group.com

UHS GROUP

ABOUT:

UHS Group is a forerunner in the hospitality furnishing industry, continually inspiring, creating and finding ingenious and beautiful solutions for restaurants, bars and hotels. We have main bases in Oxfordshire and Rome, plus a global presence which puts us right on the pulse of results of years of honing the finest, most specific craftsmanship and design in furniture. Devoted to loyalty, honesty and integrity, as a team we have garnered high praise for UHS Group's tireless creativity, inspiration and customer service.

We have very high growth plans and have recently been approach by two of the leading food & beverage chains to supply furniture which could increase our turnover by 70%. We want to make UHS a global company and are already servicing clients worldwide. The company is young, only been in this industry for 8 years and is experiencing an exciting transition from Family Operated to Corporate Management. UHS has a team of 36 staff in the UK, 10 in Italy. There is a passionate hard working culture with a strong desire to see that company flourish. This role is a major part of reaching that growth.

uhs-group.com

UHS GROUP

OUR MISSION STATEMENT:

Our Mission Statement is our long-term goal. When we all work towards this goal, this mission will become a reality:

To become the leading furniture brand in hospitality.

WHY WE'RE IN BUSINESS:

To build a valuable business primarily in the UK & Italy, that provides financial security for all members of the team, a provision for charitable purposes & a sufficient level of remuneration for the owners.

uhs-group.com

UHS GROUP

COMPANY VALUES

COLLABORATION & COMMUNICATION

Our customers are at the heart of everything we do. We listen carefully to their needs, to give them intelligent service. The best ideas come from collaboration. We build on our successes as a team, valuing respect for each other as central to all we do. We are responsive to cultural trends, empowering our team to engage with the wider community, to create a united strategy that gives results.

HONESTY & INTEGRITY

Our customers value our high ethical standards, and cultural awareness, as it reflects well on them. They need to know they can trust us to be honest, and always act with integrity. In turn, they will reward us with their loyalty.

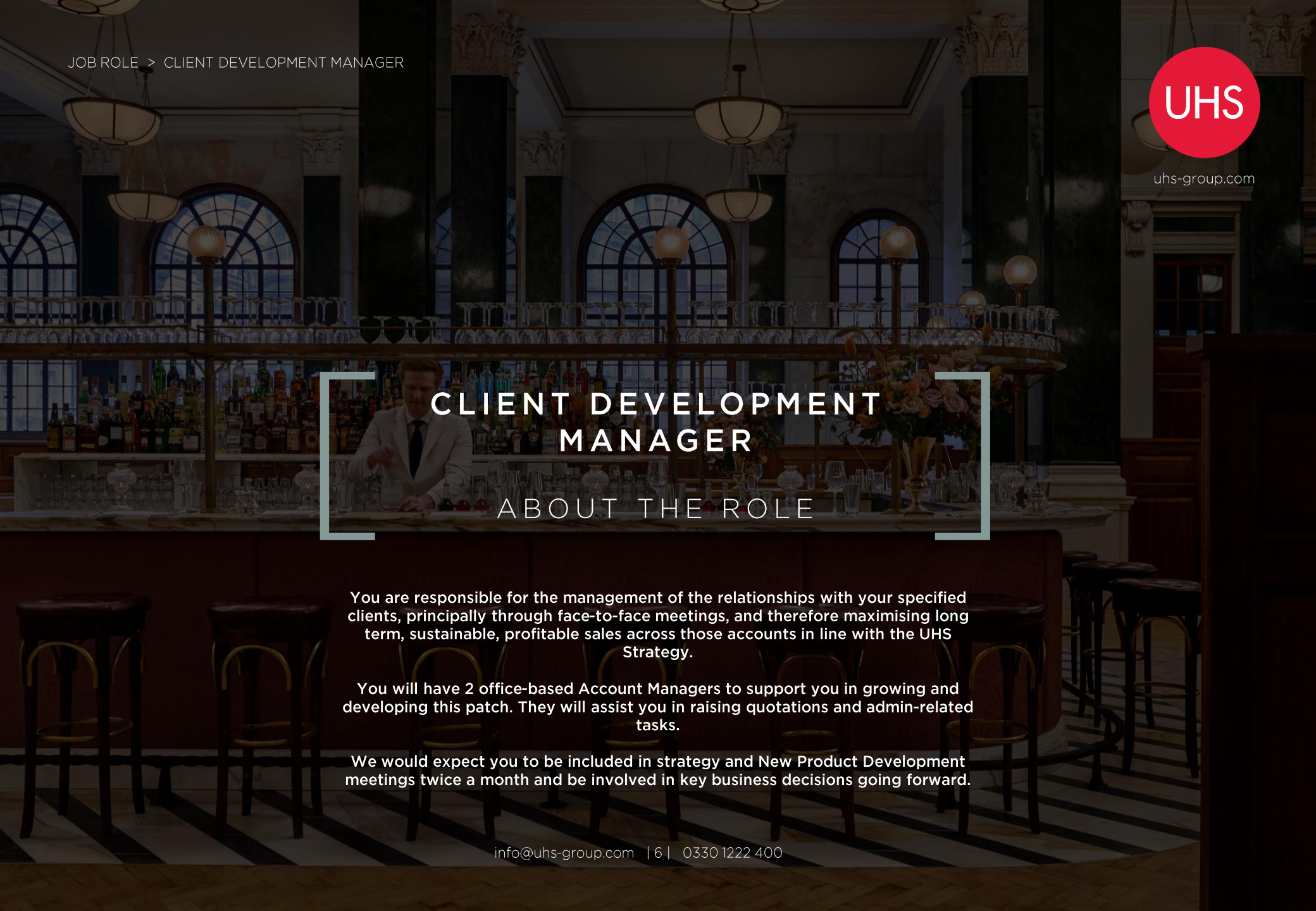
INNOVATION & INSPIRATION

Thinking big, and being agile is how we grow. We act globally, always striving for our next achievement. We innovate, constantly seeking a better way. New ideas are always welcome, as we love to engage with fresh ways of working and original perspectives.

RELIABILITY & AGILITY

Our innovative, designled products can easily be customised, to provide the perfect solution to any hospitality need. We make it easy for customers to find what they need, and are happy to help them discover intelligently designed products, and order them with ease.

uhs-group.com



CLIENT DEVELOPMENT MANAGER

ABOUT THE ROLE

You are responsible for the management of the relationships with your specified clients, principally through face-to-face meetings, and therefore maximising long term, sustainable, profitable sales across those accounts in line with the UHS Strategy.

You will have 2 office-based Account Managers to support you in growing and developing this patch. They will assist you in raising quotations and admin-related tasks.

We would expect you to be included in strategy and New Product Development meetings twice a month and be involved in key business decisions going forward.

uhs-group.com

CLIENT DEVELOPMENT MANAGER

ROLE PURPOSE:

ROLE TITLE:
Client Development Manager

REPORTS TO:
Sales Director & Managing Partner

DIVISION:
Sales & Marketing

HOURS:
7am – 4:30pm, Monday – Friday

KEY ACTIVITIES:

- Hit agreed monthly and yearly sales targets, both individually and team totals
- Face to face presentations to existing and new clients
- Able to report on every key lead and client and have a clear strategic map to
- progress them
- Travelling abroad when necessary, maximum 1-2 days a month
- Expected weekly schedule would be 4 days on face-to-face appointments and 1 day
- in the office for the sales meeting and to download and strategize with the team
- A player / manager attitude is expected, where player-wise traditional face-to-face
- sales activities are carried out, and manager-wise the whole sales team are given
- guidance, coaching and input.
- Responsible to work with Finance and deliver daily, weekly and monthly sales
- reports as requested and agreed.
- Experience with working in a large sales team and managing a team

uhs-group.com

CLIENT DEVELOPMENT MANAGER

KEY PERFORMANCE INDICATORS:

- Total Sales won and Sales invoiced figures
- % of new growth
- Sales reports delivered on time

STANDARDS:

- It is your personal responsibility to work within UHS policies, procedures and processes at all times. For the purposes of clarity, this includes but is not limited to, items such as our employment policies, health and safety policies, equal opportunities, data protection, compliance and money laundering responsibilities.
- All employees will act in accordance with appropriate professional and legislative regulations and codes of practice.
- The firm expects all employees to maintain good standards of electronic and/or paper filling as required in their role.
- You will be expected to carry out all aspects of your role profile and any additional responsibilities as requested from time to time.

uhs-group.com

CLIENT DEVELOPMENT MANAGER

ABOUT YOU:

CHARACTERISTIC	ESSENTIAL	DESIRABLE
QUALIFICATIONS / TRAINING		
Business management skills		✔
EXPERIENCE		
Minimum 5 years post qualification	✔	
Team management skills		✔
Networking & F2F presenting	✔	
Fluent English speaking	✔	
PERSONAL ATTRIBUTES & SKILLS		
Hands on approach assisting a high growth company	✔	
Excellent people skills & communication	✔	
Willingness to take on fresh challenges	✔	
Strong commercial & financial understanding	✔	
Highly competent with IT systems & software	✔	

uhs-group.com

CLIENT DEVELOPMENT MANAGER

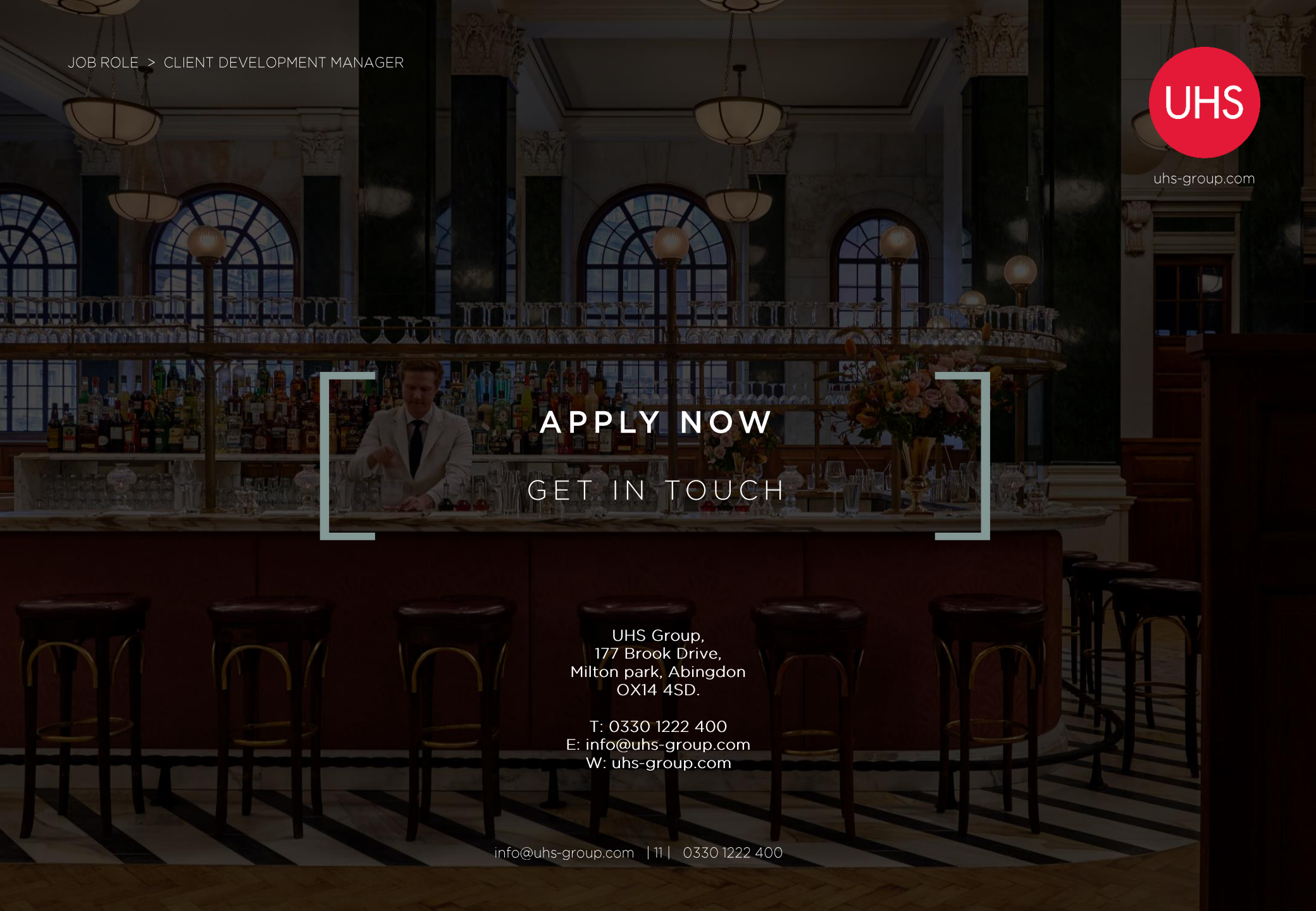
PACKAGE:

SALARY: Upon Application

COMPANY BENEFITS:

- A fuel card will be provided to cover all fuel expenses.
- We are flexible on holiday allowance as long as you are hitting your targets
- and your area of responsibility is under control.
- Free food is provided.
- Company-wide events and training seminars are attended once-twice per year.
- UHS are happy to pay any extra specific training courses to further your career.
- A fun, caring and fast moving culture.

uhs-group.com



APPLY NOW

GET IN TOUCH

UHS Group,
177 Brook Drive,
Milton park, Abingdon
OX14 4SD.

T: 0330 1222 400
E: info@uhs-group.com
W: uhs-group.com