



We're inviting applications for:

Business Development Executive

For Newport Water in St. Lucia

■ The Ideal Candidate

We are seeking a salesperson who is driven, analytical, and persuasive, to provide a range of water solutions to prospective clients. The ideal candidate will have the ability to use effective sales and service strategies to grow and solidify our customer base.

The successful candidate will be key representative of our brand in St. Lucia.

The candidate must take ownership for understanding the needs of prospective clients, winning their trust and securing their business in St. Lucia.

■ Responsibilities

- Be the face of the brand in St. Lucia.
- Ensure strong and distinctive brand impressions at every touchpoint.
- Identify profitable opportunities through market research/analysis.
- Engage clients and potential clients daily via on the telephone and in person in a confident and professional manner.
- Drive the lead generation and qualification processes.
- Have a thorough knowledge of company, its products and services and their applications.
- Take sales through the process from initial engagement through to close and hand over.
- Assist with getting information/quotations and proposals sent to clients within 2 hours of request.
- Preparing and providing information and quotations/proposals to clients.
- Presenting at face-to-face or virtual meetings as required.

- Setting up, attending and presenting at face to face or virtual meetings as required.
- Completing daily sales reports.
- 'Live' in the company CRM I.e. central repository for all info - leads, updates, contacts activities etc.
- Meet and exceed sales goals and KPIs.
- Ensure alignment with brand standards and efficient use of company resources.
- Work in close collaboration with Barbados team.
- Completing and submitting sales reports as per schedule.

Requirements

- Engaging and persistent personality.
- Bachelor's degree in business, marketing a related field or equivalent experience.
- At least 2-5 years' experience in sales and marketing.
- Excellent interpersonal, customer service and written and verbal communication skills.
- Excellent client care skills.
- Computer skills and proficiency in MS Office required; ability to prepare presentations.
- Strong analytical skills to identify trends and sales patterns.
- Planning, organization and problem-solving skills
- Ability to manage multiple projects/priorities.
- Attention to detail and the highest standards for accuracy and precision.
- Engaging personality, persistent and resilient.
- Ability to design and implement a successful sales strategies.
- Valid driver's license and your own reliable means of transportation.

Why Choose Newport

- Join a highly engaged and progressive regional team.
- Be part of a distinctive regional brand that is challenging the status quo.
- Get to unleash your creativity within a given framework to drive change and build an inspiring Caribbean vision.
- Collaborate with different teams, territories and cultures.

Employment Information

Working Hours: 7:30am-4:30pm

Working environment: Remote

Type of employee: Permanent

Submit your resume and certified copies of any relevant qualifications to careers@newport-water.com with the subject "BUSINESS DEVELOPMENT EXECUTIVE"

Deadline: April 18th, 2024