



**We are Lowe**, a globally recognized brand for innovation, ambition, and quality.

Our unique culture is built on people, from motivating and developing our highly talented team, to truly listening to and delivering against our clients' needs. With over 40 years' experience, today Lowe Rental is the world's leading refrigeration and catering equipment supplier to major food exhibitions, sporting events and retailers across the globe; from the Singapore Formula 1 Grand Prix to Glastonbury.

Beijing to Boston, Berlin to Belfast, we take pride in our ability to provide innovative products and services to our impressive client base.

### **The Job:**

Our long-term rental solution provides retail and multi-chain clients with flexible leasing and servicing agreements for up to five years. The Business Development Manager, Long-Term Rental will have responsibility for increasing market penetration with both new and existing clients across the UK and Ireland.

This is a 360, individual contributor sales role and key responsibilities will include;

- Developing relationships with targeted prospects via various communications channels and networking;
- Identifying and maximising key opportunities including arranging calls and meetings and managing multiple business development engagements to achieve a robust pipeline;
- Developing and maintaining an excellent understanding of key customer needs, as well as any external factors which may impact business and adopting strategies to stay ahead of the curve;
- Educating customers on the key benefits of our long-term rental offering, undertaking market research and analysis to inform the business planning process to ensure all business development opportunities are optimised;
- Achieving forecasted growth while following defined strategy by achieving monthly personal targets;
- Monitoring and recording all sales figures and producing monthly sales reports.



**Lowe Group Office Locations:** Northern Ireland, England, Scotland, USA, Germany, Dubai, Kingdom of Saudi Arabia, Singapore & Hong Kong



### **Essential Criteria:**

Candidates must demonstrate that their experience can meet the following criteria:

- Significant experience in a sales or business development role, with a proven track record of winning and developing new business in a B2B environment;
- Demonstrable ability to develop and sustain relationships with new and existing customers;
- Experience of creating or contributing to robust and persuasive client presentations and proposal documentation;
- Strong track record of growing sales through individual contribution;
- Demonstrable experience of managing multiple projects simultaneously;
- Experience of working successfully in a busy and diverse environment;
- As a people-orientated organisation, candidates must demonstrate a strong match for our vibrant entrepreneurial culture and our core values; Listen, Empower, Accomplish;
- Experience of selling new concept solutions into the retail market would be desirable but is not essential.

Candidates will be required to travel and work outside regular working hours when necessary.

### **What Do We Offer?**

We are an international, entrepreneurial, and fast-growth organisation with a “one team” ethos built to support, develop and incentivise our team members internally.

When working with Lowe you can expect:

- Competitive salary & benefits package;
- Incentive Schemes;
- Ongoing training & development;
- Unrivalled opportunity to progress



A Division of  Rental



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