
Business

McGregor Group is a design and manufacturing business based in Hampshire, UK. Working across industrial, aeronautical, and agricultural markets the company produces innovative tensile fabric structures through three distinct brands. An established business with youthful ambition, McGregor Group aims to innovate product and develop its brand across markets - expanding sales across the UK, Europe and the rest of the world.

Clients range from independents and small-scale family businesses to large multinational brands. From two dedicated factories, McGregor Group implements leading-edge technologies to create structures that allow our customers to respond to their growing business needs.

Role

The core activities of this role will be to work with our established commercial customer base and develop new relationships with farming businesses to deliver consistent high-value sales within a robust, structured sales process.

A close-knit team, we are looking for a self-starter with a strong work ethic, consistent attention to detail and excellent communication skills who has a passion for being an integral part of an innovative manufacturing business.

This role supports business development for the agricultural business [McGregor Polytunnels](#). The key products in the market are high welfare livestock and poultry structures for farmers and larger farming businesses. As a member of the business development team this role ensures the group meets and exceeds monthly sales targets by converting leads to sales.

Investment in an inbound lead generation system provides approx. 250 opportunities per month for the role. The responsibility of the business development executive is to convert these leads by influencing the clients purchasing decision through sales calls, emailed offers and site visits. The successful candidate will need to apply an analytical approach to prioritise opportunities with a view to pursuing the most commercially appropriate leads.

There is an ongoing training schedule and the company takes a 'continual improvement' approach to developing sales people - the successful candidate will improve their skills rapidly.

Key Responsibilities

- Meet and exceed sales targets by successfully converting leads
- Development of sales skill, inline with the McGregor process and principles
- Prioritization of activity through the identification of the most likely prospects
- Build and promote strong, long-lasting relationships through direct communication and professional attitude
- Present sales, revenue and realistic forecasts to the sales manager

Requirements

- Analytical approach
- Excellent communication skills
- Enthusiasm and ambition
- Robust approach in a result-driven culture