

Require a Development Manager

A vacancy exists for the position of Development Manager - North Midlands, North West & North Wales

About Us

United Rental Group is a vibrant and energetic business that employs enthusiastic, and highly motivated people. You will be working alongside some great colleagues who love what they do.

United Rental Group owns and manages United Rental System, which is a Licensee network of more than 600 independent vehicle hire companies, operating from over 750 rental locations throughout the UK.

The role will report to the Development Director.

Specific Duties

There are three basic elements that underpin the role of a Development Manager at United Rental Group Ltd.

- Obtain business
- Maintain business
- Retain business

Obtaining business

- Identify, qualify, and recruit suitable independent vehicle rental companies within your allocated region. Annual targets are set for this.
- Participate in conjunction with the other members of the Development team in targeted 'Sales Campaigns' as required and directed by the Development or Fleet Director.
- Identify and develop other sales opportunities or new business as directed, such as our 'New Start' Rental Programme.

Maintaining business

- A key part of this role is 'Relationship Management'. You must be able to demonstrate your ability in how you have maintained excellent, strong, and ongoing business relationships. At United we have 'friends' who are 'fans' and this will 'help' you in how you advise the Licensee of which products and services to 'buy' from the United Rental System portfolio.
- As part of the 'Account & Relationship Management' aspect of the role it is important that you maintain the Vehicle and 'RentPlan' sales from the region. Annual targets & KPI's are set to measure this growth. This will form part of your remuneration package.

- An important part of selling the additional portfolio of 'cementing' products and services to the Licensees is to maintain and develop the relationship with key supplier partners and manufacturer relationships with Main Dealers or smaller Dealer Groups within the geographic region.

Retaining business

- Another key part of the role will be to advise and help the Licensee which additional portfolio of 'cementing' products and services are suitable for their business within the geographic region. This forms an integral part of the ongoing customer retention strategy.
- Establish Customer needs and build new business sales going forward.
- Build upon the key role played by your 'Fleet Sales' colleagues on orders, liaise with credit control on debtors, liaise with Fleet Vehicle Inspector & Fleet Administration Manager on return standards.
- Participate in conjunction with the other members of the Development team in targeted 'Sales Campaigns' as required and directed by the Development or Fleet Director.

Skills

- Excellent verbal, written, presentation & communication skills at all levels of the business.
- The ideal candidate for this role will have had at least 15 years sales experience & have worked in the Rental, Contract Hire or leasing industry.
- A good knowledge of vehicle rental types (both car & commercial) and their varied uses is a requirement, together with appreciation of likely vehicle holding costs.
- Some experience of vehicle funding will be advantageous.
- You must be computer literate, (MS Word Excel & PowerPoint) numerate.
- The successful candidate must be self-disciplined, self-motivated, be tenacious and show and demonstrate how 'you go the extra mile'
- The ability to be able to prioritise workload effectively and be able to work on your own with minimum supervision together with excellent organisation and territory management skills.
- Be able to see a sales process through from start to finish.
- Be able to handle and overcome objections and provide solutions to complex situations.
- The successful candidate must have a proven track record and have the ability to make face to face 'cold calls' visits to potential prospects. In addition, you must also be able to demonstrate the ability to handle 'difficult conversations' with existing Licensees and also win new business and 'close the sale'. These qualities are a prerequisite of this role.

- The successful candidate must be prepared to travel and spend at least 1 or 2 nights away from home each week.

This role involves working a 40-hour week, Monday to Friday, the shifts are between the hours of 8.00am and 6:00pm with one hour for lunch. Flexibility on this may be required periodically.

Salary: (depending on skills & experience)

Please send a written expression of interest to Kerry Apps along with your CV and current salary details at Kerry.Apps@URG.co.uk

Your covering letter should be no more than ½ of an A4 sheet of paper and your CV no more than 2 x A4. Please state your reasons for applying and your suitability to the role described above.

Closing Date: Applications to be received by Friday 22nd October

We're a great business with great people – be part of it!