



## New Business Executive

[www.fileder.co.uk](http://www.fileder.co.uk)





Life Sciences



Food & Beverage



Export



Industrial



Everyday Life

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# The Company

## Fileder Filter Systems Ltd

- Sales on target for £20 million in various industries and applications throughout UK and Europe
- Established 1981 and remains an independent, family run company
- 10% of profitable sales increase year-on-year, through low-value commodity to high-value capital systems

Established, independent and specialists in advice and supply of Water Filter Systems, Water Treatment Products, Process Filtration, Water Filter Housings, Microfiltration Filter Cartridges, Particulate Filtration, Ultraviolet (UV) Disinfection Systems and Reverse Osmosis Systems.

With over £5 million of stock held in our UK and German facilities, we provide our customers with the best service available. The stock availability, technical support, external account managers, training, and laboratory facilities we provide, offer excellent customer service which is why our customers agree that we are 'easy to deal with'.



Our modern and open plan office is based in Maidstone, Kent, benefiting from free on-site parking, a chill-Out room and changing rooms with showers. While main office hours are 9am to 5.30pm, some departments vary. Employees can also enjoy a variety of excellent perks offered by this forward-thinking company.

# The Role

To support Fileder's absolute requirement to introduce a constant stream of new customers to its client base the Company has invested in this area by the introduction of New Business Executive (Internal and External), a new breed of salesperson looking to cultivate and exploit modern sales techniques.

New Business Executive's first and foremost must have a desire to succeed in the business arena Fileder operates, showing a want to learn, expand their knowledge and skill set along with a positive attitude and work ethos. These attributes then need applying to execute sales from concept to payment. This role is an investment role for the company, developing the individual to succeed over the long term in any sales environment but particularly in the industrial B2B sector. Outside of the training the core role is to seek and maintain clients through a sniper sales approach, generating face to face field meetings having established relationships proactively via the phone/cold calling, social media, digital forums/blogs, and other written communications. The external element of the role is progressed to without support, having successfully fulfilled the internal part and been accompanied in the field.

The New Business Executive Team will be responsible for investigating and introducing new clients to Fileder from leads and representing the Company at exhibitions and through social media presence. The New Business Executive will visit potential, new and current accounts in an assigned geographic territory, maximising sales potential, and profitability through identifying appropriate contacts, assessing needs, and creating sales of Fileder's product range. Eventually with the responsibility of taking on their own accounts and being responsible for achieving territory target sales and profit.

# The Person

The New Business Executive (NBE) role has a prerequisite of being a natural sales person that can open doors and that isn't afraid to make contact with new people at all levels being able to hold a conversation to mutual benefit. Throughout the sales cycle the ability to organise oneself is of paramount importance and hence a highly organised person with strong administration is required. NBE's must have high energy for high volume, confidence and the capability of remaining motivated whilst being subjected to constant rejection and whose key excitement is the closing of new business. Principle character traits are instant buddy, technically assured, Company Champion and strong communicator through all channels, including personal content on social media. The ideal candidate will embrace modern sales methods, become technical competent, have a healthy competitive spirit, and proven commercial skills.

All employees must have eligibility to work in the UK.

# Skills

- Educated to college standard
- Ability to work independently longer term as well as being subjected to constant management in the learning phase of the role
- Organisational skills for effective visit planning/management
- Capability to learn and retain technical product specific information
- Computer literate
- Excellent customer service and commercial development skills
- Be able and willing to travel
- Ability to work and communicate at all levels
- A full, clean driving licence is required

# The Responsibilities

## Sales

- Find, nurture, and develop new business from concept to account
- Sourcing data through social media, web searches, directory of associations and lists predominately developed by the individual
- Learning about the filtration industry to quiz potential leads, discover real needs and discard fanciful opportunities
- Through initial telephone contact, turning raw data into potential leads through gaining accurate information from the appropriate contact to pass to the Technical Account Managers for follow-up and further development
- To qualify campaign data where required to extract potential leads
- Analyse and maintain accurate customer records on the CRM database, which is shared with, and used by the entire company
- To perform efficient internet searches when data requires establishing
- To achieve statistical success in the criteria laid down by management in work rates and revenue
- To provide regular, accurate summaries of project status when required
- To achieve a basic understanding of all existing and new products in the Company portfolio to discuss and promote to prospective customers
- Prepare and follow up detailed and accurate quotations
- Ensure the sales effort into the market segments, specific companies or areas as specified by the Marketing Plan are achieved and reported on
- Maximise communication opportunities with customers and ensure all opportunities are correctly followed up to maximise sales potential
- To confidently handle outbound phone calls
- Communicate internally with all departments to achieve customer satisfaction
- This role is seen as a progression path and will either working through the relevant Technical Account Manager (NBE - Internal) or directly with customers (NBE - External) depending on the individual's development and ability

## General

- Work out of hours and travelling to meet clients nationwide (for external roles)
- To spend time, as required, visiting customers and potential clients (for external roles)
- To carry out any reasonable instructions given by management for the benefit of the Company.

# The Package

## Benefits

  
Subsidised  
Osteopath

  
Counselling

  
Attendance  
Bonus

  
NEST  
Pension

  
Eye Test

## Long Service

  
Benenden  
Healthplan

  
Increased  
Annual Leave

  
10 & 20 Year  
Club

## Opt in

  
Benenden  
Healthplan

  
Benenden  
Healthplan

## Perks

  
Gym  
Sessions

  
Boxercise  
Classes

  
Golf  
Simulator

  
Cycle to  
Work

Disclaimer: Please note benefits and perks are subject to change

# The Headquarters

Fileder Filter Systems Ltd  
20/20 Business Park  
Maidstone  
Kent  
ME16 0LS





**Delivery**  
97% of orders  
despatched same day



**Training Facilities**  
Training facility for **20**  
customers



**Warehouse**  
Fileder holds over **£5 million** of stock in **1000+** pallet spaces



**Customer Services & Technical Team**  
**18** dedicated customer services and technical personnel



**Production Facilities**  
The production team process over **45,000** bespoke products per year



**Laboratory Facilities**  
In-house testing facilities to **1,800 litres** per hour



**Technical Sales Team**  
**14** Business development executives



**ISO 9001 Certified**  
Professionalism and a passion for customer service has ensured this status for over **20** years