

**Like to be out and about?
Send your application in!**

SDL Auctions

What we do

SDL delivers national coverage across the board, in surveying, mortgage services, auctions, property management, lettings and estate agency. In all areas, our revolutionary spirit has the customer at its heart. We are one of the UK's largest property auctioneers, helping corporate and private customers buy and sell residential, commercial and agricultural property and land. Passionate about providing customers with sensational service, we strive continuously to find ways of making their life easier and better through improvements and innovations that are shaping the future of our industry.

What we care about

Revolutionising our customers' experience is what drives us each and every day at SDL. We thrive on shaking up the industry and doing what it takes to make customers' lives easier and better. Because they deserve more and we want to be the ones to wow them.

We believe our greatest asset is our people and by empowering them to make a difference our people can become the best they can be.

Your life as a Business Development Manager

This role is pivotal in the sales growth of SDL Auction Partners and the property services the SDL group offers. The role is to primarily account manager and sign up new Auction Partner Estate Agents who introduce lots to Auction. Not solely focussed on new sign ups but also clearly accountable for the continued and regular referral of potential properties for auction. Building the regions SDL relationships and contribution to the whole group. It will always remain a Sales role with ambitious targets.

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CUSTOMERS

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DIFFERENT

MAKE IT
BETTER

What you'll do

- Account Managing and relationship building across all Auction Partners to increase awareness and referral numbers
- Signing up new Auction Partners, who refer lots for Auction on a regular basis
- Appointment setting with decision makers
- Building relationships across the property sector in your region
- Reaching the targets and goals set
- Establishing, maintaining and expanding your AP client base
- Expand the relationships to use other SDL services
- Supporting the ongoing training of Partners
- Developing and innovating with ideas to recruit new Auction Partners
- Compiling and analysing sales figures and producing Sales MI
- Dealing with major customer accounts
- Keeping up to date with competitor and market activity in your area
- Committed to achieve targets and progress the region

Who we're looking for

- Excellent communication and organisation skills
- Computer literacy
- Clean driving licence
- Exceptional customer service in a customer facing role
- Ability to work independantly and be self motivated
- Direct Sales Experience
- Keen eye for detail and a conscientious approach to your work.

How to apply

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BUSINESS DEVELOPMENT MANAGER



Write an email telling us why this job's got your name on it. Attach your CV. Press send
recruitment@sdlgroup.co.uk

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