



New Business Executive Job Specification

Filter Cartridges

Carbon Cartridges

Water Treatment Cartridges

Bag Filtration



Filter Housings

Reverse Osmosis

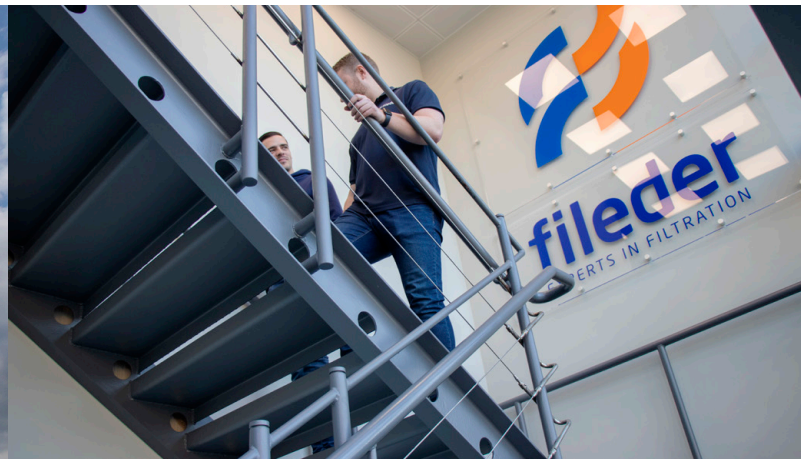
Water Softening

Ultraviolet

The Company

Fileder is an ambitious and forward-thinking SME who are experts in the filtration industry and have recently celebrated 40 years of success.

As independent specialists in advice and supply of liquid filtration and treatment products, our filtration solutions are installed in some of the world's best-known brands, including Farrow & Ball, Rimmel, Heineken, Maybelline, Coca-Cola and McLaren. We provide our services to sectors ranging from food and beverage manufacturers, pharmaceutical, engineering, automotive, beauty, aquatics and healthcare, and take pride in being 'easy to deal with'. We have gained a reputation for excellence with our global business partners, which is further enhanced with our £6 million worth of stock holding, technical support, external account managers, training and laboratory facilities available along with our excellent customer services. We continue to grow and develop, and 2022 saw the grand opening of our new facility in Poland, which is now thriving and supporting Fileder's export customers.



Our modern and open plan offices are based in Maidstone, Kent, benefiting from free on-site parking, a chill-out room, wellbeing suite (including gym equipment and classes) along with changing rooms with showers. Fileder installed solar panels in 2022, has a 95% electric car fleet and has recently achieved ISO14001 Environmental certification status.

While main office hours are 9am to 5.30pm, some departments vary. Employees can also enjoy a variety of perks offered, including Benenden Healthcare, and have the knowledge that excellent professional growth and development opportunities are available and encouraged.



40+ years
as a filtration
expert



4500 customers
across the UK & Europe



£6 million
of stock held



97%
of orders despatched
the same day



20+ years
of ISO 9001
Certified

The Person

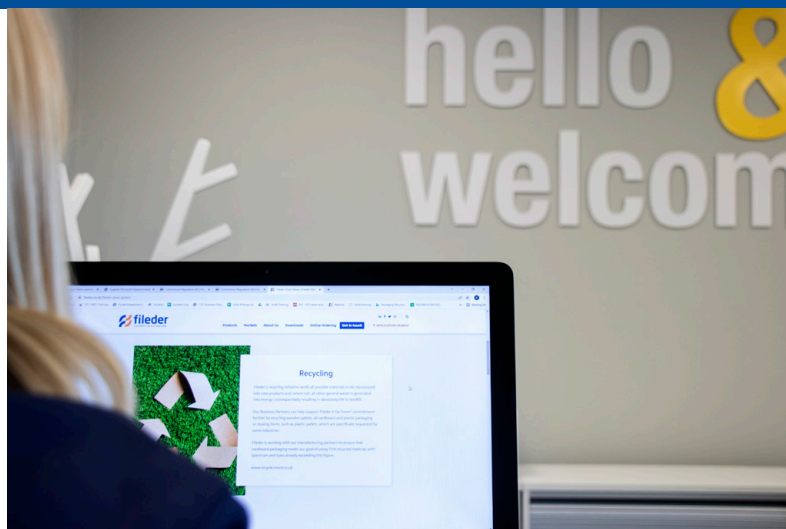
The New Business Executive (NBE) will be a natural communicator, being able to open doors by making contact with new people at all levels. Throughout the sales cycle, the ability to prioritise is of paramount importance and hence an intelligent person with a positive attitude is required. NBE's must have high energy, a polite, patient and friendly manner, be an excellent communicator and in particular, possess exceptional listening skills.

Excited by the closing of new business and hitting targets, the best candidates will be those that have a healthy competitive spirit, great persuasion skills and perseverance to cultivate and convert leads into meetings for the external salespeople - realising that every call is a new chance to instigate new business and growth for the company.

The skillset:

- Educated to 'A' level standard or above
- Time management skills for effective prospecting planning
- Capability to retain technical product specific and market/application information
- Computer literate
- Excellent communication and listening abilities at all levels
- Empathy, patience and perseverance
- Ability to work independently longer term as well as being supervised in the learning phase of the role
- Strong work ethic
- Commercial awareness

All employees must have eligibility to work in the UK.



The Role

To support Filerder's absolute requirement to introduce a constant stream of new customers to its large client base, the company is investing in this area with the introduction of the New Business Executive role. (NBE)

Utilising modern sales techniques, including telephone, email and even social media channels, the goal is to book face-to-face meetings for the New Business external salespeople. External salespeople will then continue the sales process and turn opportunities created into orders, for the company's broad filtration and water treatment product portfolio.

Training of all the product technologies, target markets and applications, as well as the selling aspect to our target persona, will all be included in the programme, in order to ensure the best possible return for both the individual as well as the wider company.

This role is within the New Business Team who are responsible for investigating and introducing new clients to Filerder from various sources, including very modern data provision, leads from exhibitions, penetrating further into existing customer's groups, and branches as well as following up target market campaigns produced by the Marketing team.

This role is an investment role for the company, developing the individual to succeed over the long term in any sales environment and particularly in the B2B arena.

The Responsibilities

Sales

- Find, nurture, and develop new business from cold data to booked face-to-face meeting
- Learning about the filtration industry to question potential leads, discover real needs and discard fanciful opportunities
- Through initial contact, turning raw data into potential leads through gaining accurate information from the appropriate contact to pass to the external salespeople for follow-up and further development
- To qualify campaign data where required to extract and prioritise potential leads
- Maintain accurate prospect records on the CRM database, which is shared with, and used by the entire company
- To achieve success in the criteria laid down by management in revenue production
- Willingness to provide accurate summaries of campaign project status, when required

- To achieve an understanding of the technologies and products in the company portfolio to discuss and promote to prospective customers
- Ensure the sales effort into the market segments, specific companies or areas as specified by the Marketing Plan are achieved
- Maximise communication opportunities with prospects 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 goals set

General

- Work out of hours and travelling to attend company meetings, visit clients nationwide for market/application training and attending exhibitions
- To carry out any reasonable instructions given by management for the benefit of the Company

The Benefits



Fileder Benefits Package*

0-3 Months	Fileder Wellbeing Suite • Eyetest contribution • Counselling • Onsite wellness and boxercise classes
3 Months	PT Classes • Private Healthcare • Pension • Attendance bonus • DenPlan • Sick Pay • Osteopath
1 Year	Celebrate your 1 Year Workiversary with a day off and luxury activity for two worth £200
5 Year Club	Celebrate 5 years at Fileder with your choice of a wellbeing benefit to the annual value of £1,200 nett and 2 additional days holiday
10 Year Club	Celebrate 10 Years at Fileder with a week off paid, £1,500 nett towards a holiday of your choice, a luxury gift, a meal out with colleagues and 2 additional days holiday
15 Year Club	Celebrate 15 Years at Fileder with a week off paid, £500 nett towards a UK Staycation and 2 additional days holiday
20 Year Club	Celebrate 20 Years at Fileder with 2 weeks off on double pay, £5,000 nett towards a holiday of your choice, a luxury gift, a meal out with fellow 20-year club colleagues and 2 additional days holiday
The Lifetime Club (25 Year)	Celebrate 25 Years at Fileder with a month off paid, £1,000 nett to spend on a once in a lifetime experience and 2 additional days holiday

* Non contractual and subject to change without notice, see Workplace for full terms & conditions.

The Headquarters

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