

Business Development Professional

Mammoth is an online retailer of Surveying, Construction, Safety & Electronics equipment, supplying equipment in the UK, EU and worldwide to customers ranging from individual contractors to Government, Military and Large Blue-chip organizations.

The business has grown in the past 3 years to be one of the sector's leading suppliers; we recently relocated to new office premises near Warrington Centre, closer to their warehousing & logistics operation, however this opportunity would suit someone from any location as being an e-commerce business it is not constricted by traditional bricks and mortar retail.

The ethos and success of the company is based on a strong drive towards excellent customer service, a team of motivated and knowledgeable people who have a genuine interest in the success of the business and the enjoyment of the working environment.

The environment is professional and focused, with a good team spirit, the "team fit" is as important as the ability of anyone joining and we look for long term career oriented people to be an inclusive part of the company.

Our aim over the next 3 years is to grow our online products to over 50,000, our online shops to over 50, increase the peripheral services we offer and trade more strongly in established markets like the USA and emerging markets in the Far East and Eastern Europe.

JOB DESCRIPTION

Position: Business Development Professional

Job Duration: Permanent Self employed

Hours: negotiable

Salary: Generous commission/bonus scheme

Main responsibilities

The company has been very successful in establishing web stores online that rank at the top of or on page 1 of all the major search engines, this brings in traffic that buys online without the need for outbound sales calls, however the business is also further boosted by newsletters, promotions, online sales assistants, call back features etc.

The business generates excellent margins of between 15% - 75% depending upon the product range sold and our first e-commerce shop developed sales of over £3/4m in its first year almost 3 years ago.

The business now has 9 web shops and over 20,000 products online for each shop.

We are looking to take on sales agents who will effectively have access to one of the new web shops, the product range and back-office support.

This is not to be confused with some of the drop-shipping or multi level marketing web schemes, we are looking to let someone generate an income from a site that would cost in excess of £25,000 to build and substantially more to populate with products or manage, these sites will remain within the management of Mammoth, but give a very good standard of income to someone who wishes to put the time into developing the sales.

We have a good atmosphere within the business, one of the biggest factors is the personal "fit" within the company and if you would work well within the dynamic of the teams and get along with back-office and support staff then you will have an excellent business opportunity.

Earning potential is based on net margin generated, as an example of modest sales see below:

Sales:	£250,000 per annum
Margin avg:	28% = £70,000 gross margin
Bonus:	50%
Income	£35,000 per annum

This would ideally suit someone from a business to business sales background a construction, surveying, access or safety knowledge would also be very advantageous but not essential.

How would we describe the company's image?

Professional, open, honest and growing

New products/services/innovations:

We consistently have new products and services being brought to us and we always strive to offer the very best service and prices for our customers.

REMUNERATION

Salary range:

Up to 50% of margin generated from self generated sales

Why would a happily employed person want to work in this role?

To work in a more productive professional environment with real opportunity and an ability to show their true skills and attributes. To be more involved in the infrastructure and growth of an exciting e-commerce business with huge potential.

PERSON SPECIFICATION

Personality of ideal candidate:

They really need to be able to fit the dynamic of the team, able to work under own initiative and add ideas to the working mix

Personalities of other team members:

Affable, humorous, professional, smart, resilient, articulate

RECRUITING INFORMATION

Most important requirement:

Desire/work ethic - desire to create a high level of performance

Essential skills/experience i.e. cannot do the job without these:

Desire & good work ethic, good honest approach, administration ability, good telephone manner, organized and experienced

The usual procedure

As we are not asking for any money up front, purchase of stock, long term contractual agreements etc. we need to ensure that anyone taking on this role will be working to our standards, committed to making the most of the opportunity and being the best person to take the site forwards in the marketplace.

We will therefore be selective as if hiring a business manager internally, ensuring the applicant is professional and suitable.

We will be limiting initial opportunities to 3 sites:

www.surveyingequipment.com

www.iworksafe.co.uk

www.ladderaccess.com

These are at different stages of development or product load at present, but will all be fully functional and available to generate revenue by mid January 2009.

For further information please contact Jonathan Hughes on 0800 012 6349

Or email your contact details with a brief overview to enquiries@mammothgroup.co.uk