

Rotom is a dynamic European company specialising in logistics equipment services. Our portfolio includes the sale and rental of load carriers, pallet repair and maintenance, and pallet buy-back solutions. By combining high-quality logistics equipment with value-added services, we help customers optimise transport and storage operations across their supply chains.

Are you ready to take the next step in your career with an innovative and growing international business?

Then we have the perfect opportunity for you as:

New Business Development Manager – Hybrid **South England, Based within 2 hours of Newhaven, East Sussex**

About The Position

We are looking for a New Business Development Manager to drive business growth and support the expansion of Rotom UK's Newhaven operation. Through proactive sales activities, relationship building, and market development across the South of England, you will play a key role in identifying and securing new business opportunities.

Your focus will be on developing opportunities in pallet supply, pallet collection, logistics packaging, and related services, while building long-term partnerships with customers. By understanding customer needs and delivering tailored solutions, you will contribute directly to the continued growth and success of Rotom UK.

This role is ideally suited to an ambitious and commercially minded individual who is looking to develop a long-term career in sales within a growing European organisation.

Your Key Responsibilities

- **Business Development**
 - Identify and target new customers across manufacturing, logistics, warehousing, distribution, packaging, retail, and industrial sectors.
 - Generate new business opportunities through cold calling, networking, referrals, email campaigns, LinkedIn activity, and customer visits.
 - Arrange and attend customer meetings across the South of England.
 - Build and maintain a strong sales pipeline using the company CRM system.
 - Develop proposals and quotations for customers.
- **Account Management**
 - Manage and grow existing customer accounts.
 - Conduct regular customer reviews and identify opportunities for additional products and services.
 - Build long-term relationships with key decision makers including Procurement Managers, Operations Managers, Supply Chain Managers, Warehouse Managers and Directors.
- **Market Development**
 - Increase awareness of Rotom UK's products and services within the region.
 - Identify market trends, competitor activity and new commercial opportunities.
 - Support strategic growth plans for the Newhaven site.

- **Internal Collaboration**

- Work closely with Operations, Procurement and Customer Service.
- Assist in forecasting sales opportunities and future customer demand.
- Provide accurate reporting on sales activity, pipeline development and customer visits.

Our Products & Services

The role will focus on promoting:

- New wooden pallets
- Used wooden pallets
- EPAL pallets
- Heat-treated and ISPM15 pallets
- Pallet collection services
- Pallet recovery programmes
- Logistical packaging solutions
- Circular economy pallet solutions
- Sustainable supply chain services

Our Key Performance Indicators (KPIs)

Performance will be measured against:

- New business revenue generated
- Gross margin generated
- Number of new customer accounts opened
- Customer retention and growth
- Weekly customer visits
- Sales pipeline value
- CRM activity and accuracy
- Conversion rate of opportunities

What We Offer

- Competitive basic salary of £35,000
- Attractive uncapped commission structure
- Laptop and mobile phone
- Hybrid working model
- Full support from experienced operations and customer service teams
- A culture that is entrepreneurial, pragmatic, and focused on growth
- The opportunity to develop and grow your own customer portfolio
- Responsibility and autonomy from day one
- Ongoing training and professional development
- Career progression opportunities within a growing European organisation operating
- A chance to contribute to sustainable logistics and circular economy initiatives

Why Join Rotom?

The UK logistics and supply chain sector continues to evolve, creating new opportunities for businesses that can deliver cost-effective and sustainable solutions. Rotom is well positioned to support customers through a comprehensive portfolio of load carriers, pallet solutions, packaging products, and circular economy services.

As part of our continued investment in the UK market, we are expanding our commercial team and strengthening our presence across South England. This role offers the opportunity to play a key part in that growth journey while building your own long-term career within an established European organisation.

You will have the freedom to develop your territory, build your own customer portfolio, and make a direct impact on business growth, supported by an experienced operational and commercial team. This combination of autonomy, responsibility, and growth opportunities makes this an exciting opportunity for an ambitious sales professional.

Interested? Join our team and help shape the future of sales at Rotom UK!

We look forward to receiving your application, including your earliest available start date. Please send your CV and covering letter to info@rotom.co.uk.