



## ABOUT NDTG

National Demolition Training Group is the leading provider of specialist demolition training courses in the UK.

Working alongside the National Federation of Demolition Contractors, NDTG is here to ensure workers have the right skills to be competent and safe at work.

With a large range of open courses, and bespoke training solutions available, NDTG has the opportunity to provide training to demolition companies both inside and outside of the company's 'membership' base.

## THE JOB ROLE

**REPORTING TO:** NFDC & NDTG CEO,  
NFDC & NDTG Group Manager

**LIAISON WITH:** NFDC & NDTG Marketing Manager, Marketing Assistant  
NDTG Office Manager

**OBJECTIVES:**

- 1: Support new business development and achievement of sales targets for NDTG
- 2: Cross-sell courses, next steps in training and keep on top of renewals & funding available
- 3: Proactively collaborate with Marketing to ensure campaigns are followed up and results are reported.

## DESCRIPTION

- This is a hands-on, day-to-day sales and business development role that requires a hard-working, committed and motivated candidate with resilience and determination!
- You will be proactively contacting existing customers face to face, by phone and by email to advise of training next steps, when Operatives CCDO cards are due for renewal and to recommend the right courses for the workforce to undertake, based on the knowledge you will develop of NDTG's training schemes and courses.
- You will also proactively target prospects, growing NDTG's audience, communicating new and upgraded training solutions and generating leads.
- You will follow up on marketing campaigns and sales leads in a timely manner. You will contribute your ideas to new marketing collaterals.
- You will have a target of bookings for open courses, and a sales target for 'on-site' or bespoke training programmes.
- You will develop strong relationships with customers and increase satisfaction with NDTG courses and the service provided.
- You will play an active role in the continuous improvement of NDTG courses by actively seeking feedback from customers.
- Travel around UK required.

## REQUIRED SKILLS & EXPERIENCE

| Minimum of 3 years experience in a business to business sales role | Experience in construction / demolition industry or training and development background is an advantage, but not essential | Excellent verbal & written communication skills | Proven track record in sales | Customer service skills | Organisation and time management skills | Fundamental IT skills |

**| Initiative, grit, determination and a strong work ethic essential! |**