



# FOXSTOW

## JOINERY CO.

**Job Title:** **Business Development Executive**  
**Salary:** Upwards of £25,000+ Commission/Bonus Scheme  
(Salary is negotiable dependent on experience)  
**Location:** Oxford (Freeland Office OX29 8HZ)  
**Territory:** Focusing on Thames Valley & London

### Company Background

Foxstow Joinery Co. provide high end bespoke joinery services to both B2B and B2C customers. The business specialises in door making, but also offers a wider range of joinery capabilities. Within the field of door making Foxstow make high-quality (predominantly timber) doors across 3 distinct areas: external, internal and cabinet (cupboard & wardrobe) doors. Most of the wider joinery output is to support door related projects e.g. frames, cabinets etc. The company currently employs around 20 people and is undergoing a period of rapid growth.

The management would like to establish Foxstow as one of major players in the premium development market for high quality doors within the next 3 years, and it is hoped that the Business Development Executive will play an important role in achieving this goal. For more information on Foxstow please visit [www.foxstow.co.uk](http://www.foxstow.co.uk) and also read [www.foxstow.co.uk/downloads/pdf/brochures/Foxstow\\_Doors\\_Trade\\_Overview.pdf](http://www.foxstow.co.uk/downloads/pdf/brochures/Foxstow_Doors_Trade_Overview.pdf) a PDF brochure aimed at profiling our door services to the B2B market.

### Job Requirements / Overview

Candidates must have a strong track record in successfully identifying and establishing new clients for their organisation. It is preferable that candidates have gained their experience within the construction industry and advantageous if they already hold relationships with people and organisations that are known to procure products and services within the scope of Foxstow's current offering.

The Business Development Executive will be responsible for introducing Foxstow to B2B buyers across the construction industry (primarily generating opportunities across the Thames Valley & London). Their primary focus will be to establish new business within the premium end of the construction market and sell the services and products of the company to buyers and those with a direct influence over the procurement process i.e. Architects, Interior Designers, Developers, Main Contractors/Builders etc.



Units 1&2 Wroslyn Road Ind Estate,  
Freeland, Oxfordshire, OX29 8HZ

**t.** +44 (0)1865 849 800  
**e.** [hello@foxstow.co.uk](mailto:hello@foxstow.co.uk)

[foxstow.co.uk](http://foxstow.co.uk)



As this is a new position some scope exists for the successful candidate to shape the role and define some of the activities and responsibilities that they will undertake. It is however expected that they will always be objective in their focus and that all of their activities will be recorded in the company's CRM system. Working with the support of the management and marketing team, the Business Development Executive will be expected to play an active role in the implementation of an outbound marketing programme. It will therefore be important to set viable sales targets, before making regular updates on progress and market insight, in line with the agreed objectives and targets. Most bonuses will be sales led, but the overall performance and contribution to the company will also be an important factor.

## Applications

Please use the application form on our website [www.foxstow.co.uk/employment](http://www.foxstow.co.uk/employment) to make your application; attaching your CV with a cover letter explaining why you believe you are a suitable candidate for the position. Interviews will commence as soon as applications from suitable candidates arrive.



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