

What can Hayward Miller help you with?

- Finding new areas of growth and setting targets
- Customer intelligence
- Assessing strengths and weaknesses
- Breaking into new markets
- Appointment making
- Identifying competitors
- Networking
- Exhibitions

Who are Hayward Miller?

Hayward Miller is an outsourced sales company offering three main business Elements:

- Market Research
- Telemarketing
- Business Development

We work on behalf of our clients for a set number of days a month, badging ourselves as your sales team.

Why are Hayward Miller good at what we do? We always follow up on a lead. '48% of Sales people never follow up with a prospect.'

National Sales Executive Association

Our Values

Outperform - We outperform the competition and our clients' expectations.

Results-Driven - Measuring our success through our clients' achievements.

Unique - In our vision and the way we conduct our business.

Pride - We take pride in ourselves, each other and our work.

Belief - We believe in our clients and their business.

Contact Us

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Business Development



“Working with industry towards a profitable and successful future”

bd

What is Business Development?

Business Development is essential for any business with the determination to expand or attract a wider clientele. At Hayward Miller we actively pursue opportunities for our clients by developing existing relationships, seeking new customers and identifying additional markets for products or services. Using our experience we increase our client's business through networking, our contacts and market knowledge. Not only do we provide one main point of contact, but also offer our entire team's expertise and experience as added support.

“The Business Development Manager assigned to us was very professional, and we are glad we entered into this business relationship.”

Managing Director at UK Aerospace Company
Find more testimonials on our website.

A company wanting to expand and develop existing partnerships

A company seeking NEW customers

How can Hayward Miller help?

- Develop business in new market sectors
- Help launch new products or services
- Liaise with potential customers in meetings and presentations to pitch your offer
- Attend network events as your Business Development Manager, promoting your company and services
- Create and manage your sales pipeline with enhanced exposure. Our clients see the scale of potential growth turn into increased profits

Hayward Miller also provides:

Contract identification We access applicable tender portals to find the best opportunities for your company and provide summaries of each.

Social media promotion As a free added value service, Hayward Miller promotes your business through our digital marketing.

Your sales team To ensure potential companies see no difference with your company, we use your email addresses and business cards.

Online portal All data we create and use for you is automatically shared in a secure cloud folder for your immediate convenience. For example, Market Research, Telemarketing, Leads, Monthly Reports, Networking and Exhibition follow ups are available as soon as they are produced and updated.

Who needs Hayward Miller?

A company requiring clientele variation

Any company that has a real desire to grow

A company needing NEW markets to enter

“Business development is the creation of long-term value for an organisation from customers, markets, and relationships”
Forbes

Regular training

Skills and behaviour affect results; we ensure our staff are knowledgeable and up to date by employing weekly company training sessions and providing individuals with daily guidance, so everyone can attain their full potential.

Test and measure

To guarantee success, communication is vital. As a team, we 'huddle' daily to confirm everyone is completely informed and knows who is working for you that day.