



Business Development Manager

Job Description

Key Knowledge/Skills/Attributes Required

The Business Development Manager has overall responsibility for a designated geographic sales region and is responsible for the successful regional planning and execution of Man and Machines sales strategy in that territory. Working alongside the Sales Manager, the BDM is expected to continue the business's trajectory of growth and in doing so, win new customers as well as grow the spend of the existing customer base.

The key activities involved in this sales role include but are not limited to:

Prospecting: You will be required to research, define and prospect your region to identify & develop new business. This is a critical part of the role and is fundamental to the successful growth of the company. As the Business Development Manager, you will be measured on the core KPI of finding and winning new customers.

Self-motivated: You should have the motivation and desire to "be the best" you can be. Technical knowledge can be learned, but being self-motivated is a core skill required to be successful in this role.

Qualification/Closing: You will be required to fully qualify opportunities and reflect the current status of those opportunities in the company CRM system. You are also responsible for ensuring that the company resources are being used effectively to achieve your goals and deliver profitable business. Being a solutions business, it is pivotal that strong qualification skills are prevalent, to ensure a smooth and successful close of those opportunities.

Account Management: The successful candidate will ensure that all customers receive a high level of customer service and that our relationship continues to evolve. Central to our success is that BDMs fully understand the customers' business and become a trusted adviser for future solutions. You will be required to conduct regular onsite meetings, virtual meetings, calls and at a regularity to match what is required and expected for that customer.

Communication & Presenting Skills: The BDM will be expected to have exceptional communication skills. Both externally with customers as well as internally with other members of the team and wider company. This will include phone communication, as well as both in person and virtual meetings. The BDM will also be expected to be comfortable presenting at events or recorded for our social media videos. A good level of personal communication skills are required with the ability to present ideas in a clear and compelling manner.

- A result driven individual who can work under pressure and tight timescales.
- Someone who responds well to being targeted and is an over-achiever.
- Good communication skills, both written and verbal.
- Self-motivated but able to work as part of a team.
- Good organisational and time-management skills with strong attention to detail.
- A positive attitude and outgoing personality.
- An ability to persuade and influence others.
- Confident presenting ideas and solutions to customers.
- Ability to work on own initiative.
- Honest, trustworthiness and discretion especially when handling confidential information.
- A smart appearance and professional manner.
- To enjoy networking and meeting new people.
- Demonstrable track record of successful new business sales.

Main Responsibilities

- Providing customer quotations and proposals.
- Negotiating and closing the deals.
- Establishing and maintaining working relationships with clients.
- Planning and preparing calls and call lists and consistently making cold calls to new potential customers.
- Arranging and attending meetings with customers.
- Working with other departments to ensure a smooth handover of projects to the technical, operations and finance teams.
- Identifying and qualifying opportunities.
- Communicating new product developments to prospective clients.
- Administering accounts through the CRM system and forecasting sales pipeline.

Training, Qualifications and Experience

Whilst this individual need not necessarily come from a CAD/CAM/BIM environment, it clearly would be a distinct advantage. What is mandatory is:

- Comes from a related field (IT aware background)
- Has demonstrable sales and business development level experience
- Has a sound business background
- Full driving license

Benefits

- Competitive basic salary
- Attractive commission plan
- 25 days holiday – Additional birthday bonus upon second full year with the company
- Additional holidays are available through company performance-based scheme
- Company pension scheme (6% of base salary)
- Death-in-service (4 times base salary)
- Car Allowance
- Cycle to work scheme