



JOB DESCRIPTION:
Business Development Manager

Job Title:
Business Development Manager

Main Purpose of Job:
We are looking for an ambitious and energetic individual to fill the role of Business Development Manager who will be the driving force behind generating new sales leads and contacts in order to grow the business and increase revenue.

Responsible to:
Head of Sales

Main Tasks of Job:

- To identify sales leads and cold call prospective customers
- Following up on new business opportunities
- Identify market opportunities through meetings, networking at Events and other channels
- Planning and preparing presentations for sales meetings
- Meeting existing and potential clients and building positive relationships whether on screen or face to face
- Presenting company products and services addressing or predicting clients' objectives
- Understand the needs of your customer and be able to respond effectively with a plan of how to meet these
- Preparing sales contracts ensuring adherence to rules and guidelines
- Maintain good working relationships with clients
- Communicating new product developments to prospective clients
- Providing Management with feedback
- Working closely with the team to generate upsell opportunities within existing accounts

- Think strategically – seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Working closely with marketing for the development of marketing literature and sales tools
- Always looking to improve and develop sales and marketing strategies
- Training sales colleagues

Requirements and skills

- Proven experience in Sales as a BDM
- Market knowledge and experience in Automotive or Software sales
- A drive and tenacity to seek new business to meet or exceed targets
- Ability to motivate yourself and set your own goals
- Ability to multitask and prioritise your workload
- Team working skills and a collaborative approach to work
- A flexible approach to work with the ability to adapt to a fast paced, ever-changing environment
- Excellent communication skills on the phone, screen and face to face
- Strong written communication
- Strong negotiation skills
- Plenty of initiative with good decision-making skills
- Strong organisational skills
- The confidence to start things from scratch
- Positive can-do attitude

Benefits:

- 25 days annual leave
- Buy & sell up to 5 days annual leave
- Birthday days off
- Hybrid working
- Competitive Package

Must have :

- Driving Licence