

Business Development Manager

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Company: ASC Connections

Location: Nationwide

Category: sales-and-related

A small but profitable manufacturer of injection moulded plastic parts has recently been acquired by new owners who have recognised a huge opportunity to develop and grow this business.

Despite limited sales activity over the past couple of years, the order books have maintained a healthy outlook. Now with new management and investment into the business, they require a Business Development Manager to maximise on this opportunity to spearhead the sales function. With a large amount of autonomy, and working from home, you'll have free reign to target an open book of potential new customers...

****£35,000-£45,000 + Car allowance + bonus (Package circa £50,000-£60,000)****

The role will be homebased/remote with regular travel to UK target companies.

As Business Development Manager, your duties will include -

Identifying and developing sales opportunities, with a focus on new business development within the automotive industry.

Planning and prioritising sales activities and prospect contacts in order to achieve agreed sales and new business targets.

Developing a CRM System to manage and keep record of sales activity.

Negotiate contracts, close deals, and ensure successful project implementation.

To be successful in the role of Business development Manager, the ideal candidate will -

Have a strong background in selling manufactured components into the Automotive industry.

Have good understanding of the automotive manufacturing industry.

Be confident in identifying and approaching new businesses/contacts and setting up meetings.

Be able to manage their own workload/diary.

Possess a consultative approach and be able to negotiate contracts and close deals.

Be willing to travel regularly to new prospects. If you have a strong background in selling manufactured engineering products into Automotive OEMs / Tier 1 / Tier 2 and you're looking for a challenge, joining a business on an upward curve, then please apply to this role and we'll be in touch!

ASC Connections Ltd acts as an employment business for temporary positions and an employment agency for permanent positions. We are committed to equal opportunity and diversity

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