

Business Development Manager

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Company: Aspion Search

Location: United Kingdom

Category: other-general

Business Development Manager Location: Remote/Field Based (located in/around South Midlands area) Salary: £40,000 - £55,000 + Commission Structure + Company Car

The Company My client is a multinational business specialising in crafting protective packaging and technical moulded parts. As a leading global company with a rich tradition and a commitment to innovation, they infuse every aspect of their work with a blend of heritage and cutting-edge ideas. The mission is clear: to provide customers with impeccable protective packaging solutions and unwavering long-term support. This guiding principle drives the daily operations and fuels their dedication to excellence.

The Opportunity A full-time remote role as a Business Development Manager, preferably located in or around the South Midlands area. As a Business Development Manager, you'll be at the forefront of the company's growth and spearheading initiatives that propel them to new heights. Your role is dynamic and multifaceted, blending strategy, innovation, and relationship-building to unlock exciting opportunities in the market. You'll be the architect of expansion, identifying untapped potential, and crafting bespoke solutions that drive revenue and market share. It's about more than just numbers; it's about forging meaningful connections with clients and partners, nurturing long-term relationships, and collaborating with internal teams to ensure successful project execution.

Job Duties As a successful Business Development Manager, you will be tasked with: Identifying new business opportunities, prospecting, and developing strategic plans to capitalize on them. Building and maintaining strong relationships with clients, partners, and stakeholders to drive business growth and foster collaboration. Leading the development and execution of sales strategies to achieve revenue targets and exceed performance

goals. Conducting market research and analysis to identify emerging trends, competitive threats, and growth opportunities. Collaborating with cross-functional teams to develop innovative solutions and deliver exceptional value to customers. About You Proven track record of success in business development, 360 sales, or similar role Out and out 'hunter' sales mentality. Strong interpersonal and communication skills, with the ability to build rapport and influence others. Strategic thinker with a creative approach to problem-solving and a passion for driving results. Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities. Ability to travel regularly around the UK. Relevant industry or product experience would be preferred, but by no means essential. Job Benefits Excellent base salary of £40,000 – £55,000 (dependant on experience). Lucrative commission structure. 25 days holiday, plus bank holidays. Company car. Employee discounts and rewards scheme. Next Steps If you believe you have the skills and experience to succeed in this position, or if you require more information on the role, please send an up-to-date CV to: tom.fletcher@aspion.co.uk

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