

Business Development Manager

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Company: John Bean Technologies Corporation

Location: United Kingdom

Category: other-general

Overview

Job Title: Business Development Manager Reporting To: Sales Director UK & Europe

Location: Autocoding UK JBT currently has a great opportunity for a Field Based Business Development Manager to join the Autocoding Team. Reporting to the UK and Europe Sales Director and part of a winning sales team , you will be responsible for representing and growing Autocoding within the UK Market.. Autocoding as a software product portfolio offers a wide tool set to support FMCG manufacturers to solve complex challenges within their packing operation means no two customer challenges are the same and you will be required to sustain both a commercial focus but a keen problem solving mantra in you dealing with customers. Responsibilities As a Business Development Manager you will instigate and lead opportunities and respond to new enquiries, mostly involving customer meetings, presentations, quotation/ proposals and on-site surveys. In this role you will be expected to work unsupervised and largely on your own initiative; always however with the available support and guidance from your manager/ colleagues. We have a dedicated Marketing team, as well as an extremely experienced Technical Support Group for all and any pre-sales matters. You will be a quick learner, motivated by challenges and not fazed by high expectations. You will have an excellent sales performance track record in automation related system sales of an industrial nature and have an all-round comprehension of the industrial software industry and its leading products. Our Sales team is built on responsibility and ownership – we expect you to relish the prospect of achieving blue-chip customer sales with a highly innovative product and the establishment of long term

customer/ partner relationships. Whilst the majority of our customers to date have been from the food and beverage industry, our products are adaptable to other FMCG market sectors. As business we believe that great team are built by great people. If you are enthusiastic, a problem solving by nature and driven by commercial changes: then we have place for you within our Sale team. Qualifications Key skills and attributes we are looking to see in candidates: A highly proactive approach to business development with a demonstrable proven track record Comprehension of leading industrial software technologies and products used in FMCG manufacturing Proven ability to create and sell concepts and solution based proposals Ability to grow and leverage an active professional network Great communication skills (both verbal and written) High levels of personal and professional integrity and honesty Commercial negotiation skills Excellent personal standards Nice to have Experience or knowledge of the “system integration” industry An Honours based first degree in a scientific/ engineering background Evidence of further personal and professional development and attendance of training in progressive sales techniques and methods

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