

Business Development Manager

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Company: Tracsis

Location: United Kingdom

Category: other-general

We are looking for an experienced, dynamic, self-motivated and driven Business Development Manager to join our Tracsis Combined Services division which is part of the Tracsis Group. Tracsis Combined Service division is formed of industry leading businesses specialising in transport and traffic data collection and event management across the UK and Ireland. As Business Development Manager you will be an ambassador for the business, using your excellent rapport building skills to develop the sales pipeline in line with the divisions growth strategy. Approaching existing and potential clients with a view to connect, build relationships and be ambitious enough to identify future sales opportunities. This is a great opportunity to play a key part in driving a growth area for the division. We work with the high-level clients, multi-national Engineering Consultancies and Local Authorities. Working closely with internal departments and cross functional teams, you will be a key contributor to tenders and bids from your generated leads. We are looking for flexibility to travel across the UK, so a driving licence will be a necessity for this role. The role is a mixture of office and home-based working.

Key Accountabilities and Responsibilities

- Revenue growth for the North of England and Scotland geographical areas
- Key account management for clients
- Collaboration with wider business development, sales and bid teams to ensure market knowledge is maximised

Essential Skills

- Experience of working in a business to business sales orientated role.
- Ability to build knowledge of market trends
- Competent with the use of Microsoft packages
- Full clean driving licence

Desirable Skills

- Experience in the Traffic/Transport Planning/ Events industry preferable.
- Relevant degree or other appropriate professional training/ qualifications.

The role offers comprehensive benefits including 33 days

holiday inclusive of bank holiday allowance, bonus scheme, flexible working, pension, company sick pay, enhanced maternity/paternity pay, hybrid working and learning & development opportunities. We welcome CV's from all members of the community. Our Combined Services Division and Tracsis Group are committed to promoting a diverse and inclusive community. CV's from Agencies will not be considered. GDPR Privacy Notice: We will use all the information you provide during the recruitment process to progress your application with a view to offering you an employment contract with us, or to fulfil legal or regulatory requirements if necessary. We will not share any of the information you provide with any third parties for marketing purposes. We will use the contact details you give us to contact you to progress your application. We will use the other information you provide to assess your suitability for the role. Tracsis is an Equal Opportunities Employer.

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