

# United Kingdom Jobs Expertini®

## Business Development Manager

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Company: Warren Rupp, Inc.

Location: United Kingdom

Category: other-general

Join Our Team as a Business Development Manager, Europe at Warren Rupp (SANDPIPER and Versamatic brands) Are you passionate about driving growth and innovation in the industrial sector? Do you thrive on building strong relationships and identifying new business opportunities? If so, Warren Rupp is looking for you! About Us: At Warren Rupp, we're a leading provider of fluid handling solutions, renowned for our quality, reliability, and innovation. With a rich history spanning decades, we're dedicated to pushing boundaries and shaping the future of our industry. Role Overview: As our Business Development Manager, Europe, you'll be at the forefront of driving territory sales revenue and developing strategic relationships with distributors. You'll serve as the subject matter expert for assigned markets and territories, identifying and quantifying new business opportunities, and developing innovative concepts and partnerships to drive success. Key Responsibilities: Strategic Vision: Develop and execute new concepts, business models, channels, and partnerships to strengthen Warren Rupp's position as an innovator and leader in the market. Commercial Activities: Drive territory sales revenue to meet or exceed forecast targets Market Analysis: Conduct continuous market monitoring and impact analysis to identify trends, needs, and key influencers, recommending corrective action when necessary. Relationship Building: Work closely with distributors to drive market growth Product Development: Collaborate with Product Managers to provide direction for Technical/R&D projects that align with established strategies. Go-to-Market Strategy: Develop effective and go-to-market plans for assigned markets and segments, serving as a primary content resource for key audience outcomes. Qualifications: Degree in Engineering, Business Administration,

Marketing, or related field Proven track record in Business Development within the pump industry (ideally with AODD pumps), with a deep understanding of market dynamics and customer needs. Experience in managing distributor relationships and driving territory sales growth Strong strategic thinking and analytical skills, with the ability to translate insights into actionable plans. Excellent communication and relationship-building skills, with the ability to influence and collaborate effectively across teams. Join Our Team: At Warren Rupp, we're committed to fostering a culture of innovation, collaboration, and continuous growth. Join us in shaping the future of fluid handling solutions and driving success in the industrial sector. Ready to take the next step in your career? Apply now and become a key player in Warren Rupp's journey of excellence!

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