

JOB DESCRIPTION

Business Development Manager

Overview

Whether it's industrial embedded computing, custom lithium battery packs, secure communication systems, antennas, or imaging technology we design, manufacture and supply it.

From the ocean floor to the edge of space, Steatite innovation is making sure that vital technology operates consistently, reliably, and above all safely, around the clock.

Our products can be found gathering scientific insight in the cold and crushing depths at the ocean floor, transmitting high bandwidth data across hostile terrain, processing colossal amounts of traffic data, and enabling secure ticket sales on board a train.

From the first day of your employment with us, you will be part of an organisation that cares for your safety and wellbeing and strives to make every day at work rewarding.

If you would like to work for a forward-thinking progressive business that has a passion for growth, please read on!

Summary Details

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| Job Type: | Hybrid – minimum of one day a week in Redditch |
| Job Title: | Business Development Manager |
| Location: | Redditch, Worcestershire |
| Hours: | 38 hours worked Monday - Friday |
| Salary Package: | £Competitive + Car allowance |
| Benefits | <p>26 days holiday increasing plus bank holidays, increasing with length of service</p> <p>Discretionary annual bonus</p> <p>Pension – 5% employee, 4% employer (salary sacrifice)</p> <p>Development opportunities relevant to your role</p> <p>Enrolled in Employee Share Scheme following 12 months service</p> <p>Access to Westfield Healthcare scheme, including:</p> <ul style="list-style-type: none"> • Corporate Health Cash Plan including cover for dependents • Employee Assistance Programme • Discounted Gym membership • Retail & Travel discount scheme • Wellbeing App |

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| | Cycle to Work Scheme EV Scheme |
| Qualifications: | A degree in Engineering or similar is desirable |

The type of person we are looking for

Working directly for the Head of Sales within the computing division, you will have responsibility for some existing UK clients with a market focus on demand creation within road transportation, marine, robotics, and some defence primes.

You will be working with innovative, dynamic, and exciting customers that are developing new technologies that shape our everyday lives. You will have experience of dealing directly with OEM customers typically selling to engineers in a consultative manner. You will be able to identify business opportunities, negotiate, and close business deals, whilst maintaining an extensive knowledge of our products and the market.

You will be self-motivated, driven, pro-active and have an enthusiastic, positive mindset. You will persevere and are a go-getter. You are excited by the high-tech industry, and your utopia is closing deals and getting new customers onboard!

Please note that this role will be subject to Security Clearance. As such, factors including your nationality, previous nationalities that you may have held, and your place of birth may affect your eligibility to apply for this role.

The Role

This role encompasses the following responsibilities:

- Building up an excellent relationship with our customers in the UK and focus markets.
- Respond quickly and adequately to enquiries and win opportunities.
- Provide a consultative technical solution to meet the customers' opportunity needs.
- Hold online and in-person meetings, demos and sales presentations with existing and prospective customers.
- Manage the sales process from qualifying and quoting to negotiation and closing.
- Grow new business from within existing and target customers.
- Preparation of proposals
- Meet or exceed the annual bookings target.
- Adherence to all GDPR & quality policies and standards outlined by the company.
- You will be required to be flexible in this role and must be prepared to perform other tasks and undertake additional duties in any area of the business as determined by the leadership team. These tasks may be outside your normal work area.

Key Competencies

- Experience of dealing directly with OEM customers
- Ability to multitask and prioritise.
- Understand end user applications and how a solution will benefit their needs.
- Excellent communication and negotiation skills
- Presentation skills
- Problem solving
- Ability to initiate, plan and organise.
- Proficient in using all Microsoft office packages
- Must be eligible to undergo and obtain Security Clearance

Useful Additional Expertise

The following would be advantageous but are not essential:

- A degree in Engineering or similar.
- Prior experience selling electronic and computing products or solutions.