

Job Description: - Sales Development Manager

Department: - Sales/Commercial

Reporting line: - Senior Commercial Manager /MD

The job role

Overall purpose and aims of role:-

- Drive new business development and support the general commercial interests of the business.
- Improve Companies Market Position and achieve growth to achieve companies strategy
- Identify potential clients and the decision makers within the organization
- Develop and introduce new market sectors to the business
- Maximise revenue and profitability for new business opportunities
- Support development of the marketing plan for the business and engage in a range of marketing activities

Main duties and areas of responsibility: -

- Pursue and develop new business opportunities aligned to business strategy, develop proposals (also supported by others departments within the business) and progress through negotiation to contract award, whilst also establishing the start of an excellent commercial relationship.
- Develop strategy and identify target customers for new business relationships in current and new market sectors
- Arrange business meetings with prospective clients either in the UK or abroad.
- Ensure revenue and profitability for new business opportunities whilst ensuring a strong position is held within the market sector
- Liaise with relevant department managers to ensure all areas of the business are covered within the quotation process.
- Work with internal departments to develop proposals that achieve customer's needs, concerns and objectives
- Raise the company profile by attending exhibitions and seminars

- Develop business plan hi-lighting how companies growth will be achieved by developing new Key Accounts
- Promote the company's services
- Submit weekly progress reports, identifying key opportunities which will bring sales growth.
- Present to the senior management team on a monthly basis progress on developing new business

- **Preferred Skills and attributes:-**

- Excellent Sales Development Skills and target driven, with ability to generate leads from initial contact..
- Experience in contract negotiation with customers and partners
- Proven Automotive Industry Experience
- Injection Moulding Experience required but not essential
- Decision maker and able to work under pressure to achieve deadlines
- Exceptional communication, interpersonal and written skills in both client facing and internal situations
- Self-motivated team player with ability to work closely and openly with peers in the business.
- Good organisational skills and ability to prioritise
- Good Presentational skills
- Experience in meeting financial objectives and maintaining budget control on projects..
- PC and software literate to high standard.