

New Business Sales & Marketing

We are looking for a New Business Development Executive to ensure the continued success of R A Labone & Co Ltd and Labone Castleside Ltd, by identifying suitable new customers across the UK and overseas and winning profitable new business from them. This role could be based out of either site.

Overall Purpose and aims of Role

- ◆ To identify and develop profitable new accounts for both R A Labone & Co Ltd and Labone Castleside Ltd, with a particular emphasis on non-automotive sectors.
- ◆ To identify new market opportunities for the businesses and, where applicable, to provide investment proposals.

Main Duties and Areas of Responsibility

- ◆ Market research and "Cold Calling" to identify new business potential.
- ◆ Following up leads from a variety of sources to generate enquiries for new business.
- ◆ Managing the marketing activities of the businesses in conjunction with other Sales & Account Management personnel.
- ◆ Preparing, presenting & following up quotations to achieve order closeout wherever possible.
- ◆ Managing the development of new accounts to a stage where regular new orders & enquiries are achieved.

Applicants should be confident in manner, approachable and able to communicate at all levels both internally and externally. They must be highly numerate, have good organisational skills and develop a high level of technical and commercial understanding. Previous experience in a similar manufacturing business would be advantageous.

Whilst requiring a high degree of self-motivation, the candidate will possess an ability to work as part of a team, liaising regularly with staff at both businesses.

Regular travelling in UK (and potentially overseas) will be required, so applicant should have a valid full driving licence and passport.

Please get in touch by emailing recruitment@ralabone.co.uk quoting "2026091" in the message subject. Please include a current CV and in no more than 200 words explain what you can bring to our business. **Closing date for applications: 16th October 2026.**

No agencies please