



JOB DESCRIPTION

JOB TITLE: Business Development Executive

IMMEDIATE SUPERVISOR: VP, Sales & Marketing

Role:

Reporting to the VP Sales & Marketing, the Business Development Executive is responsible for the development and implementation of growth opportunities in new and existing markets. Based in our office in Carrickfergus, the Business Development Executive will be part of the sales and marketing team and will play an integral part in the sales and marketing process. This position will be expected to travel 25-50% of their time, with the main travel areas being USA, China and within the UK.

Responsibilities/duties:

- Generate business leads and follow up on sales opportunities
- Research and identify new market opportunities in conjunction with Marketing
- Respond to customer requests for written proposals
- Attend trade shows and industry events in order to generate business leads
- Capacity to develop tactical plans and implement them
- Prepare and participate in meetings with clients
- Evaluate and analyse customers' needs with the Engineering department in order to produce budgetary evaluations and written proposals
- Develop and prepare demonstrations for customer presentations
- Achieve sales and market share targets
- Assist with the development of a marketing and sales strategy
- Update and maintain the CRM
- Other duties as deemed necessary

Essential Requirements:

- University Degree or 3rd level qualification in a relevant discipline (electronic, software or mechanical)
- 3+ years of industrial experience
- Ability to liaise and communicate with customers in English in a clear and professional manner
- Valid passport, full driving license and the ability to travel

Preferred Requirements:

- Knowledge of at least one of electronics, telecommunication, aerospace, defense or automotive industries
- 1+ years in a sales related role
- Commercial awareness
- Previous experience working in a similar position

Skills:

- Working knowledge of Microsoft Excel, Outlook, PowerPoint, and Word
- Excellent verbal and written communication skills in English
- Ability to easily establish good relationships with customers
- Ability to work independently and within a team
- Good business and negotiation skills
- Be able to pay attention to detail
- Be self-motivated

Salary:

£30,000 - £35,000 depending on experience, plus performance related bonus