

Business Development Manager

£50,000 OTE + car allowance + pension + life assurance

HazmatLINK is a market leading organisation operating primarily within the UK, Ireland and Benelux region in providing solutions into the hazardous materials and CBRN markets. We supply state-of-the-art detection, identification and monitoring products for the public safety, emergency response and military customers.

THE ROLE:

To ensure the continued prosperity and growth of HazmatLINK by promoting, selling and delivering our products and service solutions to new and existing clients within a defined territory in support of the company's business goals and objectives.

As Business Development Manager your key responsibilities, together with your team, will be to grow existing markets, expand into new markets, competitively position the company, establish sales channels, establish a workable pipeline, win orders and achieve the agreed monthly and yearly sales targets.

The role is also seen as a mentor and coach to the small team that the individual will be responsible for establishing and developing and to enhance the team member's career development and sales abilities.

ESSENTIAL FUNCTIONS:

- Develop and execute sales growth strategies
- Develop a strong understanding of competitive and funding landscape within the territory
- Act as a relationship builder identifying, developing and maintaining positive relationships with customers
- Identify key opinion leading customers in the region and ensure maintenance of good working relationships
- Together with the Managing Director, establish annual budgets and set sales targets
- Regular and accurate sales forecasting
- Proven ability to develop marketing campaigns, effective capture plans and close complex local or national government prospects.
- Product presentations at conferences, seminars, workshops and customer sites as required
- Organise and attend appropriate demonstrations, exhibitions and trade shows
- Undertake any other activity as reasonably requested by management

KNOWLEDGE, SKILLS, AND ABILITIES:

- Degree educated or equivalent
- Positive "can do" attitude with good inter-personal skills
- Relishes working in a performance-driven environment
- Highly motivated, self-starter with the ability to look for opportunities for the company beyond the current product offering but utilising the core company skills
- Resourceful, proactive, meticulous with excellent organisational skills
- Ability to work as part of a multi-disciplinary team to achieve shared goals, but also equally comfortable working independently when required.

- Excellent leadership, communication, interpersonal and negotiation skills.
- Mentoring and coaching skills
- Goal oriented with good track record in achieving sales targets
- Awareness of contractual and commercial terms and conditions
- Experience of sales to government customers and knowledge of export procedures, is desirable
- Competent PC skills, particularly with MS office software
- Commitment to own personal development
- Ability to travel both domestically and internationally travel (predominantly Europe) as reasonably required.
- Must possess a full UK driving licence
- Must have or be able to gain UK security clearance

Please submit a covering letter, salary expectations and CV to hazmatlink.recruit@gmail.com