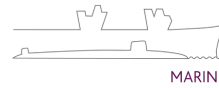


AEROSPACE



ENERGY



MARINE



TRANSPORT

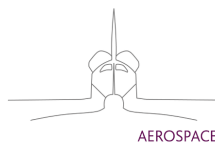
Unassailable 'fit and forget' pressure moulded cable systems for hostile environments

OFFICIAL

JOB DESCRIPTION

1	JOB TITLE	Business Development Manager [UK]
2	DEPARTMENT	Commercial
3	RESPONSIBLE TO	Sales and Marketing Director
4	RESPONSIBLE FOR	N/A
5	JOB PURPOSE [OUTCOMES]	
	- To take SMI wiring looms and cable harness manufacturing capabilities to market along with our established hostile environment cable manufacture and PE moulding technology. - Develop and grow relationships with customers to achieve preferred supplier status. - Monitor and review annually, market research and intelligence for the market sectors allocated. Be alert to the development of new markets and customer opportunities. - Participate in the development and determination of strategy for each market sector. Agree sales targets annually for 3 years broken down in market sectors and indicating predicted sales level for each main customer. - Territory: 100% Nationwide coverage (Whole of the UK).	
6	PRIMARY RESPONSIBILITIES [ACTIVITIES]	
	- Generating new leads. - Visiting clients and potential clients to evaluate needs or promote products and services. - Meeting or exceeding sales goals. - Be the primary point of contact and build long-term relationships with key accounts & customer stakeholders. - Responsible for managing multiple accounts. - Negotiating contracts. - Preparing weekly and monthly reports, forecasts and key account metrics. - Coordinating sales efforts with marketing campaigns. - Understanding and promoting company programs. - Preparing and submitting commercial quotations. - Maintaining client records within CRM system. - Collaborate with internal engineering to deliver competitive commercial bids. - Attending conferences, meetings, and industry events. - Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. - Liaise professionally and effectively between the customer and internal teams.	

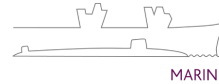




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*Unassailable 'fit and forget' pressure moulded cable systems for hostile environments***OFFICIAL****7 PERSON SPECIFICATION**

- Proven track record in seeking opportunities and delivering client focused solutions.
- Experienced in identifying prospects and developing relationships with key decision-makers.
- Ability to manage complex sales cycles with a commitment to excellent customer service
- Excellent written and verbal communication skills. Keen attention to detail.
- Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.
- Demonstrated ability present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Ideally you will have experience with products and sectors that utilise cable wiring solutions such as within defence, medical, industrial sectors.
- Experience in delivering client-focused solutions based on customer needs
- Excellent listening skills
- Self-motivated and able to thrive in a results-driven environment
- Natural relationship builder with integrity, reliability and maturity
- IT Competency including Word, Excel, Outlook and ideally versed in media outlets i.e. LinkedIn.
- Able to work as part of a team in a fast-paced environment offering support as and when required.
- Critical thinking skills to solve problems and technical challenges
- In-depth knowledge of SMI's industry and its current events
- Excellent time management & organization. Ability to handle pressure, prioritize & triaging obligations
- Proven account management or other relevant experience
- Demonstrates the values: Agile, Energetic, Collaborative & Ethical

The company reserves the right to vary or amend the duties and responsibilities of the post-holder at any time according to the needs of the business.

