

TT electronics integrated manufacturing services Ltd

Job Specification

Job Title:

Business Development Manager

Reporting To:

European Sales Director

Job Purpose:

Identify suitable target accounts that meet the long term business strategy of the group to win new business

Main Duties and Responsibilities:

- Identify suitable target accounts that meet the long term business strategy of the group by promoting the services of TT electronics ims and the associated companies within TT electronics
- Develop and present to targeted accounts suitable 'solutions' to win new business
- Provide leadership during the quote cycle to both the customer and internal organisation
- Assist in the final preparation of the quote submission and deliver to the customer on time
- Secure the win from the customer assuring at all times that contract terms are acceptable to the business
- Maintain accurate account plans for all target customers
- Provide timely reports, weekly or as required, to satisfy the smooth running of the business
- Provide market intelligence to the business to assist in future capital investments
- Travel in support of customer visits and TT electronics ims site presentations globally
- Attend selected exhibitions and promote the services of TT electronics ims globally
- Meeting health & safety requirements
- Ensure compliance with company codes of conduct.
- To improve efficiencies & control cost

This list of duties & responsibilities is not intended to be an exhaustive list of tasks performed. Other associated tasks are likely to be performed as direct by the relevant Manager.

Person Profile:

- Ability to meet tight deadlines
- Understanding of TT electronics ims products
- At least 5 years experience in the EMS market or 7 years selling electronics solutions or components
- A good knowledge of the UK and European markets
- An ability to present complex proposals
- Comfortable working at board level negotiations
- Able to 'solution sell'
- Must be highly motivated, a self-starter bus also a team player
- IT skills within Excel, Word & company specific systems
- Have a professional and accurate approach to work
- Disciplined, responsible and enthusiastic

Approved:**Date:**