

GLOBAL BUSINESS DEVELOPMENT MANAGER

JOB REF: 0717

Our client is a vibrant, progressive and well-known business who designs, manufactures and exports a range of products to the waste recycling sector across the globe.

The company now wish to appoint a Global Business Development Manager to their sales team as part of their ongoing business growth strategy. This is a new position in the Company.

Job Purpose

Reporting to the Head of Sales, the key outcome for the Global Business Development Manager would be to establish the Company in selected markets, both from a sales and aftersales point of view, and establishing the structures in market to support these functions.

Building upon existing plans the Global Business Development Manager will have responsibility for designing and implementing a new market entry strategy to generate growth in the selected markets, with the initial focus being on the US market. The expectation would be that this role would involve extensive international travel.

Responsibilities

- To work with the Senior Management Team to develop a Global Business Development strategy for the business
- To identify new opportunities within new markets such as USA, parts of Europe and Asia.
- Spend considerable time in market to generate and convert new business opportunities
- Work with Design and Sales Team to develop tailored technical solutions to meet customer needs and present in the form of professional proposals.
- Manage the customer base to deliver first class account management with regular review meetings even after the sale is complete with a view to generating repeat business.
- Ensure that all accounts have a clear understanding of the product portfolio and pricing structure and to deliver value-added solutions based on customer's business needs.

- Liaise with internal support functions to ensure the smooth management of the administration process for your customer base plus the provision of any supporting sales reports.
- Participate in sales meetings to provide updates on sales pipeline, market conditions and achievements to date versus sales forecast.
- To be a positive role model and ambassador of the company values and behaviours.

Person Specification – Criteria

- Proven experience of successfully developing global business opportunities.
- Significant experience in the identification and formulation of market specific business development strategies.
- Knowledge of the principles of effective marketing and business development techniques.
- Sound commercial acumen and experience of negotiation, influencing and a proven ability to close deals to exceed sales targets.
- Technically minded to understand and sell products on technical merits.

Contact Con Gallagher on 028 8676 0044 for a confidential chat or submit your CV via the link.

The Company reserves the right to vary criteria at the shortlisting stage.

Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds.

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