



BE PART OF OUR TEAM

Business Development Manager

EPM Composites
Limited

EPM are looking for an experienced Business Development Manager to join our Sales team.

The Role

- Prospect for potential new clients and turn this into increased business within the Motorsport and Automotive industry.
- Communicate appropriately within your market to ensure a robust pipeline of opportunities.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Preparing PowerPoint presentations and sales displays for client pitches.
- Participate in pricing the solution/service.
- Take end-to-end ownership of bids within the company.
- Ensure all bid documentation is correctly configured and stored within the appropriate project drive.
- Provide guidance and support to the engineering team and senior management as required.
- Being knowledgeable about products and services offered by the business.
- Being aware of market trends and competitors.

Client Retention

- Present new products and services and enhance existing relationships.
- Work with Project Engineers and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

Business Development Planning

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.



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- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

Management and Research

- Submit weekly progress reports and ensure data is accurate.
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
- Forecast sales targets and ensure they are met.
- Track and record activity on accounts and help to close deals to meet these targets.
- Work with marketing management to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Experience, Knowledge and Skills

- Minimum of 3 years of sales experience in the motorsport / automotive industry.
- Experience in quoting and understanding a quoting structure.
- Have an acumen for identifying, developing and converting opportunities.
- Demonstrable experience in dealing directly with customers as the customer focal for product/service delivery and business development.
- Proven sales track record.
- Proficiency in MS Office packages.

Person Specifications

- A good communicator both written and oral.
- Present a professional company image both internally and externally.
- Plans, coordinates and monitors own work to ensure tasks are completed to defined time, quality and budget objectives.
- Works to motivate and encourage efficient team working.

To apply for this vacancies, please email your current CV and cover letter including salary expectations, to: careers@epmcomposites.com

Strictly no agencies