



BE PART OF OUR TEAM

Business Development Manager (Composites)

EPM Composites
Limited

EPM are looking for an experienced Business Development Manager to join our Sales team within the composites sector.

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.



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- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- 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 composite 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



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Strictly no agencies