





Business Development Manager

 Department: Sales

 Location: UK – Remote

 Status: Full-time

Your tasks:

The Business Development Manager will work to improve Leuze's market position and achieve financial growth primarily within the company's focus industries. This person will be required to identify new business opportunities, build key customer relationships, negotiate and close business deals and maintain extensive knowledge of current market conditions.

The Business Development Manager is a senior sales position within the company and reports to the General Manager. This is a home-based national role and will require extensive travelling within the UK including overnight stays plus visits to the company headquarters for product training and industry group meetings.

Strategic planning is a key part of this job description, since it is the Business Development Manager's responsibility to develop the pipeline of new business coming into the company. This requires a thorough knowledge of the market, the solutions/products/services the company can provide, and of the company's competitors.

Job Description:

The primary role of the Business Development Manager is to prospect for new clients by networking, cold calling or other means of generating interest from potential clients. They must then plan persuasive approaches and pitches that will convince potential clients to do business with the company.

Your qualifications:

- Minimum of HNC in a relevant technical discipline plus 3-5 years of field sales experience within an Optical Sensor or associated Factory Automation company.
- Networking
- Motivation for Sales
- Prospecting Skills
- Sales Planning
- Identification of Customer Needs and Challenges,
- Market Knowledge
- Meeting Sales Goals
- CRM, and Microsoft Office.
- Major Account Management
- Distribution Management

The Role has 3 main elements:

- New Business Development
- Key Account Management
- Distribution Channel Management

Benefits

- Competitive salary, plus annual bonus
- Comprehensive benefits package including medical insurance and death in service benefit
- Individual development opportunities
- Extensive induction with a wide range of practical insights

About us

More than 60 years of experience have made Leuze a real expert in innovative and efficient sensor and safety solutions for automation technology. Today there are more than 1500 Sensor People around the world who are working with curiosity, passion and determination for progress and transformation. Their motivation is the continued success of their customers in an ever-changing industry. Leuze offers its customers a tailored competitive advantage through intuitive, reliable solutions for safe and non-safe position detection. For example, switching and measuring sensors, identification systems, solutions for data transmission and image processing. As a safety expert, the family company also focuses on components, services and solutions for occupational safety. Thanks to their broad and in-depth application expertise in the machine and system construction, the Sensor People are a competent and flexible partner for customers with a wide range of industrial requirements.

More information: www.leuze.com

Any questions?

Your contact Person is happy to answer questions regarding the position and the process.

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Function: General Manager UK

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