

Job Title: Business Development Manager- Laser Cutting
Reports to: General Manager
Department: 5750 Components
Hours of work: Monday- Friday 8am-4:30pm (40 hours)

5750 Components Ltd is a subsidiary of the WEC Group Ltd, established for over 40 years and now one of the North West's leading & multi award winning **Engineering** companies. 5750 Components Ltd is looking to recruit an experienced and enthusiastic **Laser Cutting Business Development Manager** to join our busy and expanding Laser engineering team based in Liverpool, Merseyside.

Objectives

An opportunity exists for a strong self-motivated, high achieving **Business Development Manager** with a proven track record within Engineering Sales. The underlying objective is to further develop an existing client base in a competitive market. Identifying new business opportunities via cold calling/networking and ensuring our customer needs and expectations are met on a daily basis.

Responsibilities

- To promote the products and services of this Division and, where applicable, other sub divisions of WEC Group
- Sourcing and quoting new customers
- Responsibility for achieving monthly and quarterly sales targets
- Produce weekly/monthly forecasting data
- Cold calling/lead generation and prospecting
- Generate business at senior level
- Strategy and business planning
- Generate new business opportunities within your territory
- Produce weekly/monthly sales reports
- Regional strategy planning
- Create and deliver successful presentations – (all levels)

Knowledge, Skills, Experience

- External/ Internal sales experience ideally with Laser cutting background
- Proven achieved target sales
- Ability to read and interpret technical and fabrication drawings
- Discuss solutions and be able to prepare and submit quotations in a professional manner
- Generate good working relationships
- Administration capability, organising, planning, internal communication
- Able to work as part of a team or on own initiative
- Excellent Numeracy and Computer Skills

Working Location/Environment

Office and Field Based from Liverpool, Merseyside

Company Benefits

- Car Allowance
- Company profit share scheme
- Free car parking
- Company pension
- Employee benefit loan scheme
- Health & wellbeing cashback scheme
- Refer a friend scheme
- Cycle to work scheme

How to Apply

All CVs to be sent to our recruitment division by email recruitment@wecl.co.uk or by post: WEC Group Ltd, Springvale House, Springvale Road, Darwen, Lancashire, BB3 2ES