



Job Title: Business Development Manager
Reports to: Service Centre Manager
Department: Laser Profiles
Hours of work: 8am – 5pm Monday – Friday

Here at the Laser Profiles we are excited to be expanding our ever-growing business development team. This is a fantastic offer for any ambitious sales professional with the opportunity offering an excellent salary and benefits package.

With a wide and varied customer base, and an ever expanding work load, Laser Profiles can offer the opportunity to work on some prestigious engineering projects for the right candidate.

Objectives

An opportunity exists for a strong self-motivated, high achieving **Business Development Manager** with a proven track record within welding and metal fabrication 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 services of this Division and where applicable other sub divisions of WEC Group
- Quoting new customers
- Responsibility for achieving monthly and quarterly sales targets
- Produce weekly/monthly forecasting data and sales reports
- Cold calling/lead generation and prospecting
- Generate business at senior level
- Strategy and business planning
- Generate new business opportunities within your territory
- Regional strategy planning
- Create and deliver successful presentations – (all levels)

Knowledge, Skills, Experience

Candidates **must have** proven experience in a business to business Engineering Sales capacity dealing in a sub contract medium-large size welding/fabrication environment, with achieved target sales in excess of £1,000,000 per annum.

Ideal candidates need to be conversant in welding & fabrication technologies with the ability to read and interpret engineering drawings. (A welding and fabrication background would be advantageous, although not essential)

Working Location/Environment

Bournemouth, Wimborne

Company Benefits

- 25 days holiday plus bank holidays
- Company profit share scheme
- Refer a friend scheme
- Free car parking
- Cycle to work scheme
- Company pension
- Employee benefit loan scheme
- Death in service award
- Health & wellbeing cashback 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