



Job Title: Business Development Manager
Reports to: CEO
Department: WEC Machining
Hours of work: Mon-Fri 8am-5pm.

WEC Group Ltd, established for over 45 years and now one of the North West's leading & multi award winning engineering, fabrication and machining companies, requires an experienced and gifted **Business Development Manager** for their Machining Division at the Blackburn site.

This is a fantastic opportunity for a motivated and capable **Business Development Manager**, who wishes to progress within a dynamic and rapidly expanding engineering firm.

Responsibilities

- Develop and implement comprehensive business development strategies to expand market presence and drive revenue growth.
- Identify and evaluate new business opportunities, including market trends, customer needs, and competitive analysis.
- Build and maintain strong relationships with existing and potential clients, understanding their requirements and providing tailored solutions.
- Collaborate with internal teams to develop innovative product offerings and value-added services that meet customer demands.
- Lead negotiations and contract discussions, ensuring favourable terms and conditions for the company.
- Monitor industry developments and emerging technologies to stay ahead of the competition and capitalize on market trends.
- Prepare regular reports and presentations on sales performance, market trends, and opportunities for improvement.

Knowledge, Skills, Experience

- Must have proven achieved target sales
- Excellent numeracy and literacy skills
- Must have a mechanical engineering qualification, apprenticeship or equivalent

Working Location/Environment

Blackburn, Lancashire

Company Benefits

- 25 days holiday plus bank holiday
- Free car parking
- Child care vouchers
- Cycle to work scheme
- Company Pension
- Employee Benefit Loan Scheme
- Health & Wellbeing Cashback Scheme

How to Apply

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