

Business Development Manager (m/f/d) for winches, and accessories

My client, based in the UK, is a designer, manufacturer and wholesaler of mobile power generators, power tools, electric garden equipment, and winches.

He already has a proven track record of exceptional growth in Europe.

Now, because of his great growth potential, the Electrical DC and Hydraulic Winch business unit for industrial, private, and institutional customers will be strengthened with the appointment of the responsible person in Business Development.

You will plan and shape the development of business activities and success in cooperation with the specialised wholesale and retail trade for automotive and commercial vehicle parts and the key accounts. In coordination with the management and control of the sales force of my client, you will be responsible for the development and expansion of the business successes of my client in the UK and the European markets.

Your responsibilities

- Expansion and support of the already existing customers of the regional and supra-regional partners described above and supervision of the sales team's activities of the new subsidiary in the USA
- Elaboration and creation of key account strategies to increase the annual turnover
- Identification and development of new business opportunities within the business unit in accordance with customer requirements and implementation through the preparation of joint business plans
- Coordinate client interfaces with key internal functions (product development, engineering, operations, finance, and planning) to ensure a unified business approach)
- Develop a business structure to ensure that future succession plans are in place for critical and important functions within the department
- Participate in the implementation and further development of previous marketing and sales activities
- Competitive monitoring of the market and trade

The requirements

- A professional qualification that is relevant to the performance of the task
- Professional experience in business development and sales in cooperation with wholesalers and retailers
- Experience and knowledge of my client's business field and products
- Strong technical understanding combined with entrepreneurial thinking
- Good communication skills, negotiation skills and high customer orientation
- A high degree of initiative and willingness to travel
- Very good command of English
- Residence in the UK or a continental European country, home office, willingness to travel for business purposes - for coordination purposes also to a small extent in the USA
- Leadership qualities

The offer

- Permanent employment contract with an innovative and constantly growing company
- An independent and responsible position with excellent prospects
- Flat hierarchies and a pleasant and very good working atmosphere
- Direct cooperation with the management and administrative support from the company headquarters in Great Britain
- Performance-related pay and bonus system with profit sharing
- Company car with private use
- Good opportunities for further training

If you are interested in this position and your skills match our expectations, please send us a detailed application with your possible starting date and salary expectations. Please send your application to bewerbung@werk-bank-personalberatung.de . If you have any questions in advance, please call Torsten Vos-Kruszona on +49 173-2521891.