

Business Development Manager

Create a growing and sustainable sales pipeline by:

- Building close relationships with existing customers and identify sales opportunities
- Identifying new business opportunities - including new customers, markets, products and services.
- Following leads and prospects generated from marketing campaigns

The successful candidate will need:

- Five years proven track record in a sales role within an established fabrication business
- A good understanding of general fabrication techniques and the ability to advise others about them.
- Ability to communicate information, whether technical or non-technical to staff members and customers, in a clear and concise manner
- The ability to read and understand fabrication drawings.
- Excellent organisational skills, with emphasis on priorities and goal setting
- Superior presentation and communication skills, both written and verbal
- The technical skills required to understand and propose products or solutions by focusing on client requirements



The role will involve:

- Meeting with customers/clients face to face or over the phone
- Identifying and developing relationships with key decision makers
- Attending seminars, conferences and events where appropriate
- Helping to plan sales campaigns
- Preparing accurate sales forecasts

You will be:

- Well-presented
- Authoritative
- Self-motivated
- Organised

To apply for this role:

Apply via email to: info@candcfabrications.co.uk.
Please attach your CV & appropriate cover letter.

Alternatively:

Post your CV & cover letter to the following address:

C & C Fabrications Limited, Great North Road,
Ferrybridge, Knottingley, West Yorkshire, WF11 8PG