



Business Development Manager

Martech designs and manufactures electronic and electro-mechanical systems for major companies in defence and aerospace, alongside projects for subsea, industrial, automotive and medical applications.

As Martech's Business Development Manager, you will be responsible for driving business growth within the company by researching new market opportunities, developing a network of contacts, attracting new clients and retaining existing clients. You will identify companies to target, and will develop strong relationships with the appropriate decision makers to position Martech as a provider, and ultimately to win new business.

Our offering is complex, being primarily a service, where the thing you are promoting is Martech's skills, knowledge and experience, but mostly, our ability to solve customers' problems, together with a track record of delivering physical product.

Examples of projects are diverse and span new product development for aerospace applications, through design and build of bespoke test equipment used by customers to test their own products. We also manufacture to customers' existing designs (i.e. build to print, and sometimes build-to-print where there are no prints!).

Suggested key skills

- A good knowledge of the defence industry and/or similarly demanding industries
- Experience in electronics or a similar technical discipline
- A proven track record in sales, marketing, and business development

Responsibilities

- Identifying new business opportunities, including new markets, new clients, new partnerships or new products and services
- Creating strategies to successfully reach new business opportunities
- Building relationships with new clients, gauging their needs and developing proposals to address these needs
- Maintaining and developing relationships with current clients
- Pitching capabilities and solutions to new and existing clients
- Creating sales forecasts and actively working towards reaching them
- Possessing a strong understanding of the company's offerings, the competition in the industry and positioning
- Collaborating with the wider management team to promote Martech

Qualifications

- A demonstrable ability to seek out and win new business in a complex, technical sector.
- Candidates must be eligible for UK security clearance.

Remuneration

- commensurate with skills and experience

Note

This role works closely with the wider management team and requires you to be regularly onsite at Martech when not visiting customers, therefore the successful candidate is likely to be based within a reasonable distance of Portland.

