

International Business Development Manager – Military / Marine

The primary function is to increase profitability and sales of BCB International's product offering to existing 'business to business' customers and to establish and expand BCB International's customer base with new customers worldwide.

The Business Development Manager is responsible for developing and implementing the sales and marketing strategy, supported by in house procurement, media and finance staff. Must be customer focused, direct 'face to face' meetings with existing and potential customers form a crucial element of the role.

Key functions include:

- Develop and implement the sales and marketing strategy
- Understand and meet customer requirements - Customer Relationship Management (CRM)
- Responding to Request for Quotations / Information (RFQ, RFI)
- Managing agreed existing contracts
- Support UK and overseas Trade exhibitions and events
- Research and participate in international tenders

Key skills required / desirable:

- Direct B2B Sales experience
- Excellent interpersonal skills
- Business Development
- Knowledge of, or exposure to Military or Marine users and / or equipment
- Good core IT skills (MS Word, MS Excell,)
- Managing a customer or client portfolio
- Relationship building strengths

The role will include international travel. The post holder should have a full UK driving license and valid Passport. Additional foreign language skills beneficial.

Written applications with full cv only to cj@bcbin.com

Salary £28,000 - £35,000 dependant on experience