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Recruitment Consultants

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Compressed Air Business Development (£55000 – £65000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Compressed Air

Job Location
United Kingdom (based anywhere)

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 55000 - £ 65000 - £ Plus OTE

Date posted
February 1, 2026

Description

A key player specialised in the manufacture of industrial compressors – is looking to recruit a dynamic and proactive **UK Business Development Manager** for its subsidiary in UK & Ireland.

As the company is growing quickly around the world, and especially in Europe, our client are looking for someone who has the skills and appetite to develop the business in this region, to promote the whole portfolio of the company.

Responsibilities

- Achieve sales targets for the region for the complete portfolio of Air Compressors,
- Perform product and sales training
- Develop direct sales on industrial selected key accounts,
- Ensure customer satisfaction through timely and accurate response. This includes participating to issue resolution with other services (air audit, technical issue, finance…),
- Implement company strategy through yearly targets. This includes proposing yearly growth plan for the area of prime responsibility,
- Understand and implement company values & HSE policies.

The position reports to the Regional Manager.

Qualifications

- Should have an understanding of the air compressors target market and the industrial processes.
- Be a good team player.
- Capability to work from home with frequent travelling in Area of Responsibility
- English must be as good as native.
- Combine a strong personality with the ability to work in team.
- Have a very strong customer-oriented attitude while being result driven
- Qualification: Technical background such a Mechanical, Electrical or Industrial Engineering.

Experience:

- Sales experience in industrial equipment (about 5 years) is prerequisite. Sales experience of complex solutions in the Air Compressor market is clearly an asset. Sales experience in capital equipment like generators, engines, boilers, industrial products, and rotating equipment is also appreciated. Experience in distribution network management is a distinct advantage.

Job Benefits

- £55000 to £65000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension
- Laptop & phone

Contacts
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