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Recruitment Consultants

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Contract Electronic Manufacturing Business Development Manager (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Electronics

Job Location
United Kingdom, South

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
£ 50000 - £60000 - £ Plus OTE

Date posted
October 11, 2026

Description

Our client designs and manufactures electronic products. They specialise in high-technology product development and low-to-medium volume manufacturing. They are more than your traditional 'Contract Electronics Manufacturer' (CEM).

Our client pride themselves on customer satisfaction; putting customers needs at the forefront of everything they do. They offer on-going engineering support over a product\'s lifecycle and a close knit work environment is enjoyed by all their staff. With many employees choosing employment with our client for the majority of their working lives.

Our client are looking for a Business Development Manager based in the South of England. The client is open to any customer market focus experience (medical, automotive, aerospace etc).

Responsibilities

- The development and support of the Company's sales and marketing activities.

You have the responsibility and authority to carry out the following:

- Management of the 'sales funnel' from initial contact to active customer
- Production of sales & marketing materials
- Organization of exhibitions& presentations to promote the Company's design & manufacturing capabilities
- Identification of potential customers and provision of the first point of contact
- Liaison with the Company's experts in design & manufacture to convert sales leads to customers. This includes producing quotations, undertaking customer visits etc
- Identification of market trends and reporting to the board of directors

OTHER RESPONSIBILITIES:

Management of the sales & marketing team including:

- Secure handling of customer specifications, drawings, documents and any other customer information relevant to the work in hand
- Team development including the assessment and reviewing of performance and skills
- Team motivation & cohesion
- Compliance with health & safety procedures including the production of risk assessments, where necessary
- Compliance with legislation relevant to the Company

Qualifications

- Leadership and taking the initiative to find solutions
- Technical & legislative knowledge (electronic design & manufacturing experience with an awareness of ISO9001 & ISO13485 standards
- Personal & communication skills
- Team player in support of the board of directors

Job Benefits

- £50000 to £60000 basic salary
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts
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