Sundridge Search
Recruitment Consultants

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Filled by Sundridge Search – VACANCY's CLOSED – x7 Hydraulic Components Business Development Managers (£40000 – £90000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2019, 2020, 2021, 2022, 2023 & 2024

Industry
Fluid Power

Job Location
United Kingdom, Manchester

Working Hours
Contracted hours are Monday to Friday 0800 to 1630

Base Salary
£ 45000 - £90000 - £ OTE Uncapped

Date posted
January 1, 2022

Description

Our client is looking for Hydraulic Business Development Managers to join their team. The ideal candidate will be comfortable with working to deadlines, results-driven and with a deep interest in fluid power and mechanical systems. This is a customer-facing role, with significant time spent daily communicating with customers. Regular visits to customer sites is necessary for the role.

Responsibilities

- Producing technical quotations/sales proposals
- Applications engineering – Reviewing a customer application and offering complete supply of components to a system utilising our clients industry leading product range
- Technical support to customers and end-users from enquiry stage through to delivery and installation, then operation
- Technical writing – Warranty investigations, bespoke O&M manuals
- Direct communication with engineering and purchasing teams within customer accounts
- Contract reviews, project kick-off meetings to ensure the specification is correct prior to supply
- Real-time technical and commercial assessment of supply chain
- Small modifications to standard product in order to replace competitor or obsolete products

Qualifications

The candidate should ideally possess a degree or diploma in mechanical engineering or similar, however specific fluid power qualifications and experience in a fluid power technical sales role are just as relevant. Desirable skills include:

- Strong knowledge of Hydraulic systems
- Technical report writing
- Experience in drawing hydraulic circuits
- An excellent manner
- Customer service experience
- A strong understanding of the commercial side of engineering

Job Benefits

- £40000 to £90000 basic salary plus benefits
- Uncapped OTE
- Pension
- Healthcare
- Annual company bonus
- Car or Car allowance

Contacts
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