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Recruitment Consultants

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x2 Interconnect Business Development positions (£40000 – £65000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Electronics

Job Location
United Kingdom (based anywhere)

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 40000 - £ 65000 - £ Plus OTE

Date posted
February 1, 2026

Description

This is the opportunity to work with a company with an excellent global reputation. The clients provides bespoke interconnect solutions. They are looking to strengthen their interconnect business development team. In a home-based role you will plan, manage and develop the group sales and marketing strategy. This requires the successful candidate to demonstrate the skills to win and retain business, whether new, existing or previous. You will track competition and build relationships with key decision makers to assist the continued development of the business.

Previous experience in a similar electronic commercial role and sound knowledge of the hazardous industry is essential. This is because you will be required to provide technical interconnect solutions to clients. A home residence in the UK is also essential. The candidate can be based anywhere in the UK. Outstanding interpersonal, as well as excellent presentation skills are a must: and you need a high level of self-motivation and commercial acumen.

Responsibilities

- Pre-sales technical assistance
- Solving customer problems
- Convincing clients that a product best fits their requirements
- Ensuring sales targets are met
- Sales, Marketing, business, pricing, forecasting, planning etc
- Evaluating current product mix
- Reports
- Working with R&D
- Proactive, positive and passionate
- Drive and ambitious with a desire for results
- Excellent communication skills both written and spoken
- Ability to work on own initiative but to also be a team player
- Working in a complex environment
- Strong ability to influence
- Responsible for all aspects of account management
- Work with product management to develop new products
- Key Account Management
- Effective diary management & appointment planning
- Writing and delivering presentations
- Daily route planning to maximise impact on accounts
- International sales
- Recruiting and managing distribution/ agents globally
- Developing tailored solutions
- Working closely with engineers and end users
- Quotation monitoring and conversion
- Ability to multi-task, work on own initiative, and delegate decision-making
- Prospecting & Lead Generation

Qualifications

Candidates must have techncical electronic product sales experience (ideally interconnect sales experience). Additionally, candidates must have an electrical engineering qualification. The minimum qualification appropriate for this position is an HNC, HND or technical aprentice equivalent. A technical qualification must be portrayed on all applicants CV's.

Job Benefits

- £40000 to £65000 basic salary plus benefits
- Company car or car allowance
- OTE – up to a minimum of £25000
- Pension
- Home office allowance
- Laptop & phone

Contacts
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