Sundridge Search
Recruitment Consultants

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Mechanical Seals Business Development Manager (£60000 – £90000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Mechanical Engineering

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
£ 60000 - £90000 - £ Plus OTE

Date posted
October 25, 2026

Description

A well-established engineering company are now looking to take on an International/ UK Business Development Manager with hands on experience.

This is a hybrid role combining hands-on technical work with proactive business development and account management. The position is ideal for someone with experience in mechanical seals and rotating equipment who enjoys both practical, hands-on work and customer-facing sales. You'll be responsible for identifying new business, managing key accounts, and taking full ownership of the sales cycle—from initial consultation to seal installation and after-sales support.

Candidates can be based anywhere in the UK.

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
- Managing channels
- Evaluating current product mix
- Reports
- Working with R&D & Marketing departments
- 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
- Sales and marketing efforts
- Work with product management to develop new products
- New Business Development
- Key Account Management
- Negotiation with clients
- Effective diary management & appointment planning
- Writing and delivering presentations
- UK wide & occasional international travel

Qualifications

Candidates must have Mechanical Seals experience. Our client tends to employ a good technical person who has a good understanding of sales process and wants to pursue a selling career or is already an establishes sales manager in Mechanical Seals.

Job Benefits

- £6000 to £90000 basic salary
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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