

### Job Description

<b>Job Title</b>	Business Development Manager (Dedicated to the DSE Control Division)	<b>Vacation</b>	23 days / year + statutory
<b>Department</b>	Sales	<b>401K</b>	5% contributory
<b>Hours per Week</b>	40 hours- (a reasonable amount of overtime is expected)	<b>Reports to</b>	Vice President of Sales
<b>Duration</b>	Full Time/Permanent	<b>Hours of Work</b>	0830 – 1700 Mon-Fri

#### **Job Summary**

- To achieve the sales targets set out in the area of responsibility
- To consistently drive forward and improve the sales performance and increase our market share
- To produce regular reports on sales and potential product sales
- Conduct regular market research and identify product development opportunities for new products and new markets
- Assist with the development and delivery of the organisations strategic marketing plan and the sales and marketing activities
- To support and promote our products and services to both existing and potential customers

#### **Main Functions & Duties**

- Management of a dedicated sales territory
- Appointment making / travel plans & arrangements
- Customer visits
- Maintain customer records and sales information systems
- Presentation and demonstration of products existing and potential customers
- Prospective customer/product sales planning
- Liaise with marketing, production, technical support and other relevant managers/colleagues to achieve objectives
- Monitor competitor activity – and deliver updated reports
- Monitor key markets and update the organisation on trends, opportunities and threats
- Provide weekly updates to monitor the progress of projects
- Report generation and production of monthly forecasts
- Contributing towards sales promotional material

#### **Critical Success Factors**

**Success in this role will be judged by the following key performance indicators**

- Performance against sales targets
- Development of target accounts
- Consistent effective contributions to all the sales teams processes and activities, ensuring continuous improvements to the high quality customer services provided to DSE customers
- Optimum use of working time through effective time management and communications

Development of Target accounts

### **Working Conditions**

The role is USA based. It is a requirement of this role that the job holder will be prepared to travel extensively on company business nationally and internationally. On occasion it will be necessary to work outside normal office hours and there will be a need to work a reasonable amount of additional hours

### **Job Holders Attributes**

#### ***Essential experience / skills and knowledge:***

- Established experience in an electrical/electronics based sales role
- Experience in CODESYS/PLC programming
- Experience in a variety of sales techniques and tools
- A proven track record of working in the mobile industry and improving sales and branding within a company
- Confident IT skills and MS Office literate
- Excellent organisational and planning skills
- Excellent communication skills
- Ability to operate under own direction as well as part of a team
- Ability to pick up technical product knowledge

#### ***Useful experience / skills and knowledge:***

- Member of sales/electrical institutes/bodies
- Second Language
- Qualified to Degree level

Name of person compiling description:

Date of description: January 2019