

Business Development Manager



THE ROLE AND WHAT TO EXPECT

- To work closely with the Managing Director and in conjunction with other Group Companies and colleagues, to develop adi Group's opportunities within the allocated region
- To achieve revenue and opportunity conversion aspirations in line with customer and Group development plans
- Develop strategic relationships to grow adi Group opportunities.
- Build customer relationships with new clients
- Forecasting sales targets and ensuring delivery
- Attending industry functions and trade shows
- Providing Market feedback to the management team
- Exceeding sales targets
- Identify and bring to the attention of your manager any training or development needs you are aware of, which would help you to improve your work performance

WHAT YOU WILL NEED TO SUCCEED

- At least 12 months experience in a similar role
- Excellent written and verbal communication skills
- Good telephone manner
- Confident in opening and closing business
- Excellent negotiation skills

ABOUT ADI GROUP

adi Group is a large, multi-disciplined, privately owned engineering company offering a single source, integrated service to provide Totally Engineered Solutions. Founded in 1990, the group specialises in supporting the manufacturing sector in the UK & Ireland, through 18 limited companies and over 20 service divisions. Enjoying exponential growth over the last three years, the Group has seen its workforce increase by 50% to over 500 employees.

WHY WORK FOR US

Whether you work at our flagship head office, at one of our 14 regional offices, or at one of our client residencies, a job at adi is fast-paced and promises variety, progression and opportunity.

We are dedicated to creating a winning team with a strong work ethic, a commitment to excellence and above all, a passion for engineering.

HOW TO APPLY

If you are a professional hands-on, self-motivated and team focused individual who is reliable and flexible in their approach to work with a keen eye for accuracy and attention to detail – we want you!

To apply, please visit: www.adilttd.co.uk or send your cv to recruitment@adilttd.co.uk



adi Group is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or beliefs, marital status, or pregnancy or maternity.