

Business Development Executive

If someone offered you a UK wide patch, established client relationships and a guaranteed pipeline of business, you would be thinking “what is the catch”.

We don't have a catch, just an opportunity for someone who feels they have the skills and ability to capitalise on this fantastic position we are in. If you have experience of business development, then we can offer you a platform to succeed and be the lead in a long-term strategy to grow the department.

A Bit About Us

- We specialise in the sale of optical inspection instruments and their Service & Calibration (S&C), Support, Upgrades and Training
- Since 2002 we have been at the forefront of optical metrology and through continuous investment and ambitious growth, we are still in that position today.
- Within the last year we have had significant growth in our sales team and this has led to the opportunity for someone to specialise in business development for S&C, Upgrades & Training
- We hold one of the highest levels of accreditation in the UK, and are currently the only company to hold a particular level of accreditation for certain types of products
- We are the Sole UK Agent for some of the largest brands within optical metrology

What's in it for You?

- You will have access to the enviable list of clients, which our sales team are constantly adding to, including FTSE100 companies who have dealt with us for 10 years or more
- A steady pipeline of business, with leads being generated for you to chase on a weekly basis alongside the leads you will also generate
- Full ownership of the entire client base, for an initial period of 12 months
- A competitive salary and uncapped commission structure

The Role

- Three key areas: Service & Calibration Business Development, Sales of Upgrades and Sales of Training Packages
- You will also have the opportunity to identify new target markets and put together a strategy for business development within those
- Working with the new equipment sales team, to maximise our presence with key clients
- Delivering a plan to increase turnover and profit within the 'post-install' team

Experience Required

- An understanding of business development and how to prospect clients
- Experience of working with clients on the phone and/or face to face
- Experience of working in a sales/business development role
- A desire to be part of a forward moving and growing department, within which you will be key to the growth

If you want to step into a role which you can make your own and produce genuine growth, then please contact Paul Barnett on paul@optimaxonline.com or 01858 436940