



# Business Development Manager IMI Buschjost FIELD BASED – covering UK and Ireland

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## About Us

A world leader in motion and fluid control technologies, Norgren works closely with customers to gain a deeper understanding of their engineering needs, and then connects its people, products and expertise to give their equipment and their business a clear advantage.

Norgren is a division of FTSE 250 listed IMI plc, a dynamic, worldwide engineering company delivering innovative solutions to leading global customers in clearly defined niche markets.

We are currently recruiting for a Business Development Manager for UK and Ireland.

## About the Role of Business Development Manager

Reporting to the Sales & Marketing Director, the Business Development Manager takes responsibility for executing on the strategies, to grow the IMI Buschjost brand in the region.

Working alongside the Area Sales Managers of Buschjost GmbH, the primary focus of the role is to penetrate markets and customers which have been identified by the region business intelligence community consequently winning new business through either amplification of existing solutions into new markets or new technology in new or existing markets.

This is a full technical and commercial role with exclusive focus on winning new business. Once a customer has been won and the relationship arrives at a stable & satisfactory position accountability is handed over to the general sales team for management and further development.

## The person we are looking for must have the following attributes:

The ideal candidate should be logical and business minded, capable of communicating on all levels from shop floor to boardroom and self-disciplined. Previous success in a field sales environment within the engineering/manufacturing industry with demonstrable professional selling and negotiating techniques in those arenas.

A minimum of 2 years experience in a Field Sales role along with practical experience of working within a large and complex organisation. Experience and deep understanding of the Process Industry and associated technologies will also be advantageous

Extensive knowledge of personal computers, Excel, Powerpoint and computerised packages is required.

Educated to a minimum of HNC or equivalent in Mechanical/Electrical Engineering.

## Find out more

Please send an up-to-date CV with cover letter and current salary details to:

Julie Burton – Human Resources Manager ([julie.burton@imi-precision.com](mailto:julie.burton@imi-precision.com))

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**CLOSING DATE FOR APPLICATIONS: FRIDAY 12 May 2017**

**IMI**  
Precision Engineering