

Vacancy – Business Development Manager – DACH

Job title:	Business Development Manager - DACH
Reference:	0023
Salary:	£.competitive. plus benefits
Reporting to:	Geschäftsführer

Position Type:	Permanent, Full-time
Location:	Herne/Home
Centre:	L.B. Foster GmbH
Closing date:	24 th July 2020

Outline:

As part of our continuing growth we are looking to expand our Sales Team by appointing an experienced Business Development Manager to further develop our sales in Europe.

This is a key customer facing role within our Rail Technologies team and, although you will be based from our sales office in North Rhine-Westphalia, it is expected that you will spend the majority of your time with a core group of customers in the DACH region.

Indicative Responsibilities Include:

- > Achievement of sales targets, profit and growth for designated customers and territories
- > Understand, articulate and sell LB Foster's range of solutions to identified customers
- > Maintenance and development of account plans for all targeted customers
- > Delivering gold standard customer satisfaction to support retention and growth
- > Working with the Project Delivery teams to ensure all customers' requirements are delivered upon
- > Working closely with management across the Division to identify opportunity for growth
- > Contributing accurate market intelligence and insight for DACH region
- > Assist the management team with regular reports including forecasting, customer reporting and market intelligence
- > Maintain accurate pipeline via CRM

Skills & Experience Required:

- > Proven & demonstrable history of selling to or working within the Rail Industry desirable
- > Experience of prospecting for new business and account management of existing business desirable
- > Delivery of pricing proposals for technology-based solutions
- > An understanding of the Life Cycle Cost elements of all bids and tender documentation
- > Minimum of 5 years sales experience
- > Strong negotiation & closing skills
- > Professional presentation style
- > Willingness & ability to travel regularly within Country with occasional travel to other LB Foster sites
- > Ability to work autonomously
- > Strong English language speaking skills

To Apply:

You can use email, enclosing a current CV & cover letter, quoting the job title & reference to ukcareers@lbfoster.com

For more information please contact the Human Resources Team on UK 0114 256 2225 (no agencies)