



Vacancy – Business Development Manager – European Rail

Job title:	Business Development Manager
Reference:	0024
Salary:	£.competitive. plus benefits
Reporting to:	GM Rail Tech

Position Type:	Permanent, Full-time
Location:	SHE, flexible
Centre:	L.B. Foster Rail Technologies
Closing date:	28/11/2020

Outline:

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

This is a key role within our Rail sales team with regular travel between our UK locations in Sheffield & Nottingham, our sales office in North Rhine-Westphalia, Germany and a core group of customers in Europe.

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
- > Provide relevant market intelligence and insight for Europe to support growth plans
- > Management of European distributors and channel partners to drive sales and margin.
- > Assist senior management with regular reports including forecasting, customer reporting and market intelligence
- > Maintain an accurate pipeline via CRM

Skills & Experience Required:

- > Proven history of selling to or working in the new build rolling stock market
- > Delivery of pricing proposals for technology-based solutions for new build rolling stock
- > An understanding of the Life Cycle Cost elements of all bids and tender documentation, including pricing
- > Minimum of 3 years of Export Sales experience
- > Proven & demonstrable ability to sell
- > Strong negotiation & closing skills
- > Professional presentation style
- > Willingness to travel
- > Applications Engineering or Technical Sales experience

To Apply:

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

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