

## Vacancy – Business Development Manager -DACH Region

<b>Job title:</b>	BDM – DACH Region
<b>Reference:</b>	0028
<b>Salary:</b>	£.competitive. plus benefits
<b>Reporting to:</b>	Divisional Lead - Rail Technologies

<b>Position Type:</b>	Permanent, Full-time
<b>Location:</b>	Herne, Germany
<b>Centre:</b>	L.B. Foster Rail Technologies
<b>Closing date:</b>	31/03/2021

### Outline:

As part of our continuing growth we are looking to expand our Sales Team by appointing an experienced Business Development Manager to further expand our sales in Europe. A key customer facing role within our Rail Technologies Team based across 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 new & identified customers
- > Maintenance and development of account plans for all new & 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 DACH region to support growth plans
- > Assist senior management with regular reports including forecasting, customer reporting and market intelligence
- > Maintain accurate pipeline via CRM
- > Maintaining an awareness of projects and opportunities among global OEM vehicle builders, third party consultants and rail system operators across the DACH region

### Skills & Experience Required:

- > Proven & demonstrable history of selling into the German Rail Industry desirable
- > Experience of prospecting for new business and account management of existing business desirable
- > Delivery of pricing proposals for technology-based solutions
- > Minimum of 5 years sales experience
- > Strong negotiation & closing skills
- > Professional presentation style, proficient with Microsoft Office
- > Willingness & ability to travel regularly within Country with occasional travel to other LB Foster sites
- > Self-starter with ability to work autonomously
- > Strong English language speaking & written skills

### To Apply:

By email, enclosing a current CV & cover letter, quoting the job title & reference to [ukcareers@lbfooster.com](mailto:ukcareers@lbfooster.com)  
For more information please contact the Human Resources Team on 0114 256 2225 (no agencies)

Please note that roles may close earlier than specified should we receive enough applications prior to the written closing date.