

Vacancy – Business Development Manager -European Rail

Job title:	BDM – European Rail
Reference:	0029
Salary:	£.competitive. plus benefits
Reporting to:	Divisional Lead - Rail Technologies

Position Type:	Permanent, Full-time
Location:	Home -based, UK
Centre:	L.B. Foster Rail Technologies
Closing date:	30/06/2021

Outline: This is a key role within the Rail Sales team with regular travel between UK locations in Sheffield & Nottingham, 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.
- > Maintain an awareness of projects and opportunities among global OEM vehicle builders, third party consultants and rail system operators across the European Region.

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 Sales experience.
- > Proven & demonstrable ability to sell.
- > Strong negotiation & closing out skills.
- > Professional presentation style.
- > Willingness to travel.
- > Language skills would be an advantage i.e., German, Spanish, French.
- > Applications Engineering or Technical Sales experience.

To Apply:

By 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 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.