



New Business Development Manager

Martech, part of the Coda Octopus group of companies, based near Weymouth Dorset, is looking to appoint a **New Business Development Manager** to help realise a significant growth in sales.

Martech works with a number of leading companies in the Defence, Aerospace and Subsea sectors, designing and manufacturing electronic and electro-mechanical technology to meet demanding specifications. Projects include new product development, legacy system redesign and custom test equipment.

The New Business Development Manager is key to the growth of Martech's business and will work closely with the sales team and Managing Director to find and nurture opportunities, both within existing markets and our existing customer base as well as new markets and new customers. The ideal candidate will be a self-starter and will have a technical background and/or a knowledge of markets such as defence, aerospace and subsea, however a proven track record in New Business Development outside these areas is considered to be of value. An aptitude for developing new business including identifying opportunities and prospects from scratch, establishing and maintaining customer relationships, and securing the opportunity to bid are key to the success of this role. Based at our offices near Weymouth, you will be expected to spend a good proportion of your time in the field visiting customers, but to be accessible to the office at other times.

Key Functions

- Proactively seek out new customers and opportunities
- Secure opportunities to bid for work
- Nurture and maintain customer relationships, old and new
- Identify new markets and sectors for Martech's services
- Help define the sales strategy of the business and actively contribute to its implementation and execution
- Where necessary engage in the wider sales process in bid development, to ensure that bids and proposals meet the customers' expectations.

Key Skills

- Proven New Business Development experience including establishing new contacts
- The ability to quickly build client relationships
- Experience in promoting complex technical offerings
- Knowledge of defence, aerospace or other related markets
- accomplished in a customer facing role
- A solid commercial background
- Sound judgment and good business sense
- Excellent communications skills
- Excellent interpersonal skills
- UK Driving Licence
- Eligible for UK defence security clearance

About Martech

To find out more about Martech visit www.martechsystems.co.uk.

Compensation Package commensurate with experience and qualifications.

