



Business Development Executive

B2B Engineering

Job type: Full-time, Permanent

Who we are

Precision Microdrives, one of the fastest-growing international electric motor technology companies is seeking an enthusiastic and engaging Business Development Executive to join our UK Technical Sales Team. To be considered, the candidate must have a demonstrable technical understanding in mechanical, mechatronics, manufacturing engineering, or B2B consultative selling and have a keen interest in business development, building their career within an innovative engineering environment.

We design and manufacture a comprehensive range of miniature motor mechanisms for a variety of highly specialised applications. PMD prides itself in delivering complex engineering solutions to customers worldwide across a broad range of industries including Consumer Electronics, Automotive, Industrial, Medical Devices and Aerospace, to name but a few.

You will have the opportunity to develop your skills in technical sales for a variety of technologically impressive and sometimes life-changing engineering projects.

The Role

For this position we are looking for someone raw, coachable and malleable, who is keen to be given hands on training and immerse themselves into the role. This means a lot of learning and information retention.

As a Business Development Executive you will be interacting with existing clients and new prospective customers, based internationally. You will help maximise awareness of our value add proposition and identify key representatives to assist with business development opportunities. This will include consultative selling, researching prospects, qualifying sales leads and identifying opportunities for expansion within a market full of opportunity.

Our clients and target prospects are typically small to mid-sized businesses employing between 100-5000 staff. You will be targeting a range of seniority levels dependent

upon the size of the company, typically mid-level to senior managers across purchasing, engineering and NPI functions.

Your position within the Sales Team will allow you to work closely with colleagues domestically, and internationally, with career growth prospects, as the business anticipates continued growth of over 20% year on year.

Responsibilities

- Research target businesses, individuals and industry trends to identify potential new clients and markets. You will be responsible for lots of targeted outreach and following-up on sales leads to win new business through calls, emails & video conferencing.
- You'll manage regular communications with new and existing customers.
- Handle incoming client calls and queries
- Preparing and making client presentations about our products and services, using PowerPoint and other sales displays
- Negotiating business terms with new and existing clients using phone, email and in-person meetings
- Prepare quotations and process Sales Orders using our bespoke back-end systems.
- Attending networking opportunities including conferences and industry events
- You will be expected to work autonomously to achieve the agreed goals and targets

What you will need to succeed in this role

- A Bachelor's Degree in Engineering (mechanical, mechatronics, or similar) or in Business Studies would be an advantage, but not essential.
- Demonstrable technical proficiency and ability to convey technical information
- Inquisitive mindset with an interest in new technologies and applications
- Be a proactive, competitive person who understands more targeted calls and emails translates into more viable leads.
- Proficient with the usual suite of Microsoft tools (Word, Excel etc.) - Google suite would also be beneficial
- Ambitious personality with a desire to work in technical sales capacity
- Excellent customer service, telephone manner and relationship building skills
- An ability to speak and write technical information in English to a high standard. If you can also do this in a second European language (or Mandarin), that would be advantageous
- A knowledge of DC Motors and Mechanisms would be beneficial but not essential as training will be provided
- Ability to mix hybrid working; partly from home (generally 2-3 days a week) and partly from our central London offices (Oval, SW9), where our technical sales team is based.

Why this role?

- Team based commission structure
- Friendly, achievement oriented atmosphere
- Excellent training and development opportunities
- Flexible working available
- High-spec offices and IT equipment to WFH
- 21 days holiday incl. UK statutory holidays
- Pension Scheme

We want to hear from you

If this sounds like an ideal job for you, then please get in touch by emailing us your resume and a cover letter; we'd like to hear your story, and get to know you a bit before an interview. [Apply now](#) to be considered.