

Business Development Manager – Sealite UK.

About Us

Sealite is a technology leader in the design and manufacture of marine aids to navigation (AtoN) equipment including Marine Lighting, Navigation Buoys, Marine Floats, Port Entry Lighting systems, Lighthouse Lighting Equipment and Monitoring and Control systems.

We are proudly the world's largest privately-owned manufacturer of marine and aviation navigation solutions. Exporting our market-leading products to over 100 countries, we are widely represented with locations in the UK, USA, Australia and Singapore.

We are excited to offer this Business Development position, based at our offices in Lowestoft, Suffolk.

About the Position

Tasked with developing and growing revenue across the territory of UK and Ireland, this position is integral to the ongoing success of Sealite in the UK market. As such, the ideal candidate will have proven ongoing success in increasing sales, by seeking out new opportunities with existing customers and by developing new customer accounts.

The Business Development Manager will have the technical aptitude required to develop the necessary depth of knowledge of Sealite's product range to build trust with customers through their solution advice, product selection, product support and also to deliver technical training where required.

The ideal candidate will have proven success in achieving annual forecasted sales budgets and delivering sales growth by;

- Developing a cohesive market strategy for the region.
- Engaging all sectors of the customer buying cycle, as well as new strategic relationships/alliances and new growth channels.
- Managing and driving quotes, tenders and orders across sales channels.
- Maintaining accurate reporting and CRM database.
- Negotiating tenders and contracts.
- Actively owning relationships for all commercial, technical and after-sales support matters.

This role will involve regular travel throughout the United Kingdom and Ireland in order to develop and maintain the territory.

About You

Equally as important as the skills you bring to this role, is the cultural fit you bring to our organisation.

We are looking for an energetic and motivated individual, with demonstrated success in technical sales. Naturally you will possess outstanding written and verbal communication skills with a positive attitude.

Other requirements of the role include;

- A University degree or college qualification, and/or an acceptable combination of education and relevant experience.
- Experience in the preparation of tender and quote responses.
- Strong technical aptitude.
- Demonstrated negotiation skills.
- Outstanding customer focus and relationship building skills.
- Excellent time management and administrative skills to effectively plan, organise and prioritise workload.
- Excellent attention to detail.
- Ability to work autonomously as well as in a team.
- Microsoft Office skills – Word, Excel and PowerPoint essential.
- Salesforce or similar CRM package experience.
- Knowledge of Navigation Aids and/or Industry sector experience a distinct advantage.

What we offer in return

Sealite aims to build a culture that celebrates success and strives for industry best practice in everything that we do. We promote a safe, happy and healthy work environment that includes:-

- Annual salary review
- Ongoing training and development
- A passionate group of colleagues with a common goal

An attractive salary will be negotiated with the nominated candidate, based on experience.

To apply

Please email your application to careers@sealite.com including your resume and covering letter outlining why you should be considered for this role.

To learn more about Sealite, visit our website at sealite.com

Please understand that we cannot respond to each individual application. Only short-listed candidates will be contacted.