



**ACKERMAN**  
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**Ackerman Engineering Limited**  
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## **Job Opportunity – Business Development Manager**

### **Purpose of job**

We are looking for a Business Development Manager who will work within our customer contracts team. The purpose of the role is to identify new business opportunities and build a portfolio of new business.

### **Scope**

This role is suited to a Business Development Engineer who ideally has experience within the sheet metal fabrication industry. However, we would also consider a business development professional who has experience working in different sectors.

### **Key Responsibilities**

- Identifying new business opportunities: Researching new markets, identifying potential clients, and building relationships.
- Managing marketing campaigns: Organising campaigns to highlight the company's values and developments. Producing proposals and presentations to prospective new customers.
- Analysing sales: Ensuring targets are being met, working alongside and supporting the contracts team.
- To obtain a correct understanding of customer requirements ensuring their requirements can be met within our capabilities.
- Providing technical and commercial support to customers.
- Building and maintaining strong relationships, demonstrating continuous commitment to customers focus.
- Communicating internally with purchasing, quality and production departments.

### **Knowledge, skills and personal qualities required**

#### Essential

- Excellent communication skills, ability to communicate clearly at all levels.
- Computer literate.
- Positive, motivated, can-do attitude.
- Energy to increase the capability to deliver and improve business results.
- Driving Licence, to be able to go and visit new and existing customers.

#### Desirable

- Formal engineering qualifications
- Experience working in a sheet metal manufacturing environment

### **Reports to**

Senior Contracts Manager

### **Location**

Gore Cross Business Park, Bridport, Dorset

### **Employment status**

Permanent, full time (part time positions would be considered for the right candidate).

Monday – Thursday 08:00 – 17:00, Friday 08:00 – 13:00