

JOB DESCRIPTION – BUSINESS DEVELOPMENT MANAGER

About us:

Theta Technologies is a technology spin-out, based in the UK and is funded for both long-term and for rapid growth by a small group of angel investors. We have developed a new technology that is unique in the global NDT market. We are now expanding our customer base and team and need someone with a flair for business development to join us.

About the role:

In this role you will report directly to the CEO and will be a vital member of the management team. We are based in Exeter, but this role can be based anywhere in the UK.

You will be responsible for:

- Continual development of a pipeline of leads in our chosen markets for the current product streams.
- Provide targeted initial contact with the lead pool and develop a pipeline of graded prospects against agreed criteria.
- Introduce engineering input into the sales process at the appropriate time.
- Preparation, maintenance, and delivery of the marketing plan.
- Supporting the bid managers to write winning proposals.
- Supporting customer negotiations to convert proposals into customer orders.

About you:

You will be self-driven and have proven experience of finding and exploiting new leads and opportunities through digital media.

We want you for your business development flair; not your engineering excellence so we will teach you all the technical knowledge you need.

In addition, you are likely to have:

- 5 years + experience in sales and business development.
- An excellent understanding of the sales process.
- Ability to facilitate and coordinate different disciplines to reach a common goal.
- Excellent self-organisation skills.
- Drive and tenacity.

If you are interested in talking to us, please contact Robert Warner, CFO, on LinkedIn.

