

**Job Title:** Business Development Manager, Industry Growth

**Location:** Coventry

**Job Type:** Permanent

**Working hours:** 36 Hours per week *(Fully Flexible Working Week and Hybrid working options available)*

**Salary:** £60,000 - £75,000 per annum

**Benefits:** Private medical, 2x pension contribution, electric lease car scheme, cycle to work scheme, 25 days holiday (plus bank holidays) and more.

**About Us**

The Manufacturing Technology Centre (MTC) is an internationally renowned and respected research and development organisation, bridging the gap between academia and manufacturing, and is home to some of the brightest minds in engineering from around the globe.

The MTC's engineers, scientists and technicians work with some of the most advanced manufacturing equipment in the world in a supportive and collegiate environment for the development and demonstration of new technologies on an industrial scale, helping manufacturers of all sizes develop new and innovative processes and technologies.

Established to prove cutting edge manufacturing advances in an agile environment in partnership with industry, academia and other institutions, the MTC works with hundreds of industrial clients across a range of sectors including automotive, aerospace, rail, informatics, food and drink, infrastructure, construction and civil engineering, electronics, oil and gas and defence. The MTC helps businesses thrive by advancing their technological and engineering capabilities to improve their business efficiency, capability and competitiveness.

Supported by one of the largest public sector investments in UK Manufacturing, the MTC's engineering capabilities cover research and development, advanced manufacturing management, factory design and training for the skills of the future.

The MTC has world-class facilities in Coventry, Liverpool and Oxford, and is part of the UK's High Value Manufacturing Catapult, supported by Innovate UK.

**The role**

We are looking for a Business Development Manager (Industry Growth) to join our Business Development Team based in Coventry.

The purpose of this role is to accelerate sales growth within our Industry Growth team sector. In order to achieve this, a results-driven mindset is required, aligned to a hunger for developing new and existing relationships in pursuit of profitable and impactful outcomes.

The primary focus of the role is to develop opportunities related to ‘collaborative research & development’ (CR&D) programmes, developing consortium partnerships, leading on competitive bid activity, and developing relationships with consortium members to unlock industrial commercially funded project opportunities. Ultimately the focus is on delivering high impact manufacturing transformation for individual organisations, industry sectors and UK Plc.

**Duties and responsibilities**

The main duties of the Business Development Manager will be to:

* Identify and lead on CR&D opportunities that are aligned to the Manufacturing Technology Centre’s (MTC’s) strategy
* Support the development of consortium partners for CR&D applications
* Proactively own, maintain and expand key customer / prospect relationships from within our CR&D consortiums
* Developing relationships with consortium members to unlock industrial commercially funded project opportunities.
* Deliver profitable sales and revenue growth within the Industry Growth sector, secured from £50m+ turnover organisations, with an average sale price in excess of £50k
* Delivery of a commercial order intake target of £1.5m
* Understand customer’s technology and strategic roadmaps, needs and requirements
* Work collaboratively with internal and external stakeholders to provide world class outcomes
* Lead generation, pipeline management and reporting through the phases of opportunity identification, validation, qualification and closing – via continual upkeep of CRM system

**Person Specification**

**Essential Skills/Qualifications/Experience**

* Demonstrable experience of leading competitive CR&D applications, and winning business from this type of activity
* Proven capability of networking across CR&D consortiums to identify and qualify commercial opportunities
* Significant and demonstrable experience developing relationships with manufacturing organisations with turnover in excess of £50m
* Proven record of building and closing multi-million-pound sales pipelines, where average sales value exceeds £50,000
* Consultative / Solution selling experience with an ability to articulate compelling value propositions to multiple decision-makers and translate complex customer aspirations into realised outcomes
* Advocacy of for use and exploitation of internal CRM systems
* Adept at managing customers’ expectations in line with agreed project deliverables
* An agile mind with a passion for innovation, transformation, and growth
* Financially literate with ability to interpret P&L / Balance Sheet information
* Ability to engage with internal stakeholders, particularly engineers, to gain and credibly communicate an understanding of technology and engineering opportunities
* Willing and able to conduct regular business travel to partner locations - nationally
* Requisite levels of gravitas and emotional intelligence
* Passion for delivering customer excellence and positive societal impact

**Desirable Skills/Qualifications/Experience**

* Proficient with Miller Heiman (Korn Ferry Sell) Sales Methodology
* Knowledge of engineering, manufacturing techniques and change management challenges
* A degree (in Business or Engineering), MBA preferred
* Ability to innovatively identify and resolve issues using a strong analytical approach
* Experience of working in an innovation, research and development environment
* Experience of working collaboratively with both public and private partners

**Interview Process**

Once you submit your application, this will be passed on to our Talent Acquisition team for review. If you are successfully shortlisted, the next steps will be a 2-stage interview process.

**Reference and Security Checks**

Due to the nature of our business, all employment is subject to satisfactory references being obtained alongside a level of security clearance checks.