



Job Title: **Business Development Manager**
Location: Trittech Group, Bridge Road North, Wrexham Industrial Estate, Wrexham.
Benefits: Competitive Salary, 25 days' Holiday, Pension, Life Assurance, Company Car.

Trittech Group is a global manufacturing company providing integrated manufacturing solutions for Aerospace, Defence, Medical and other related industries. Our reputation in Precision Engineering in Aluminium and Steel Investment Castings and Manufacturing Quality has worldwide recognition.

Key Responsibilities:

- Be the face and voice of the customer within the Trittech Group.
- Support the Business Development Director in developing a New Business Development Plan for Trittech Group considering the capabilities and capacities of each site.
- Generate and develop new business for the Trittech Group within the Aerospace, Defence, IGT, Nuclear, Rail, Medical & related industries.
- Research, target, engage & develop new relationships.
- Visit target customers and present Group capabilities in either face to face meetings or customers visits to Trittech Group facilities.
- Offer design advice and assistance at new project introduction/design phase.
- Generate RFI/RFQ from targeted customers.
- Understand all elements of the RFI/RFQ package and issue to relevant departments for technical, estimation and costing purposes.
- Review estimates ensuring that pricing maximises the margin for Trittech Group.
- Compile quotation or bid proposal for RFI/RFQ and issue to customer in a professional and timely manner.
- Regularly review each proposal for commercial & technical feedback from customer.
- Visit customers and key account holders on a regular basis to build relationships globally.
- Organise events/exhibitions, co-ordinating stand design and build with organisers and contractors.
- Reviewing and updating Marketing material, working with graphic design studios.

Who are we looking for?

- Previous experience within a manufacturing background would be highly preferred however not essential.
- A proven track record of driving and developing new business opportunities within the target markets.
- Ability to work with minimum supervision, under one's own initiative.
- Commercially aware with proven business development background.
- Proactive with a positive 'can do' attitude.
- An accomplished networker with strong communication skills.
- Excellent Presentation and relationship building skills.
- Dedicated, Motivated and Flexible.
- Excellent attention to detail.
- Willing to travel overseas.

Individual Characteristics

We are seeking a dynamic person with excellent communications skills with a can-do attitude. A self-starter who is able to build and maintain strong and credible relationships with internal and external customers.

To apply please send your current cv and a covering letter following the link on our website by March 1st 2017.