

# career opportunities

Business: PMES

Ref: 10/028

Location: Rugeley

## Business Development Manager – TRANSIT POWER

### Job purpose

A vacancy has arisen for a Business Development Manager, reporting to the Marketing Director. The successful candidate will have responsibility for day to day management of all aspects of the sales and marketing function within the “Transit Power” business stream. The role will involve developing, reviewing and implementing a sales and marketing strategy for Transit Power, in support of the five-year business plan. The successful candidate will manage a Strategic Sales Manager team who operates within the market specific business stream. Responsibilities will include staff personal development, appraisals and budget management.

### Key responsibilities

- To undertake a key role in structured business development with major customers in the defence and transit markets to become a supplier of choice
- To undertake market analysis and relationship building to secure long term commercial contracts, for PMES product offerings
- To direct all marketing related activities within respective business stream
- To provide leadership to the Strategic Sales Manager in order promote a positive marketing culture within PMES
- To provide marketing leadership and vision to ensure market intelligence is captured and exploited within the company
- To manage the tender process from enquiry capture, review, bid approval, proposal generation through to successful order closure through networking and efficient management of the process
- To take a lead and be actively involved in new product proposals
- To lead bid teams where appropriate in contractual and commercial negotiations, adding value to the projects both technically and commercially
- To understand and embrace the Miller Heimann concept for strategic selling
- To manage the company publicity material, including brochures, press releases, website upkeep etc.

### Personal attributes

- Business qualification (eg DMS etc)
- A Degree / HND in an Engineering discipline
- Proven track record of experience in a senior marketing role and ability to demonstrate relevant industry experience.
- Market knowledge relevant to PMES
- Knowledge of PMES (or equivalent) business processes
- Bid management in a team based multi-skilled environment
- Customer relationship, presentation and negotiation skills
- Excellence in leadership, business awareness, communication, judgment, energy and drive
- An ability to develop customer relationships and secure deals
- PC and keyboard skills
- Verbal, numerical and conceptual reasoning ability

Applications should be forwarded to Human Resources at: [vacancies@ultra-pmes.com](mailto:vacancies@ultra-pmes.com)

**Closing date for application – 13 August 2010**

Ultra Electronics is committed to Equal Opportunities and Career Development both within and across all businesses. If you are interested in the vacancy listed above, please speak to your Manager or local HR/ Personnel contact in the first instance.