

Automotive Business Development Manager



part of the Trifast plc Group

Who we are

TR Fastenings (TR) is part of Trifast plc and is a leading international specialist in the design, engineering, manufacture, and distribution of high-quality industrial fastenings and Category 'C' components principally to major global assembly industries. Every colleague around the world is a valued member of the TR family who on a daily basis work together to deliver a high-quality service for all our customers.

We are seeking to recruit an experienced and dynamic Automotive Business Development Manager to join our team, to be based in the Midlands.

The Role

As the Automotive Business Development Manager, you will play a crucial role in our company's growth and success. You will be responsible for driving business initiatives, expanding our market presence, and enhancing our relationships with clients and partners. Your primary goal will be to identify opportunities for business expansion, develop and execute strategic plans, and contribute to the overall profitability and success of the company. You will work closely with various departments to ensure alignment of business development activities with our corporate goals and values.

Key Tasks

- **Sales Growth:** Develop and execute sales plans to meet or exceed revenue targets. Drive the sales process from initial contact to closing deals, ensuring profitability and customer satisfaction.
- **Strategic Partnerships:** Identify and establish strategic partnerships with key stakeholders, suppliers, and industry influencers to enhance business opportunities and brand presence.
- **Identify and Develop New Business Opportunities:** Research and identify potential clients and partners in the automotive industry. Develop strategies to approach and secure new business.
- **Client Relationship Management:** Build and maintain strong relationships with existing clients. Act as the primary point of contact, ensuring client satisfaction and long-term partnerships.
- **Market Analysis:** Conduct thorough market research to stay updated on industry trends, competitor activities, and emerging opportunities. Utilize this information to inform business development strategies.
- **Proposal and Contract Management:** Prepare and present proposals, negotiate contracts, and manage agreements to ensure compliance with company policies and client requirements.
- **Cross-Functional Collaboration:** Work closely with internal teams, including marketing, product development, and operations, to align business development efforts with overall company objectives.
- **Reporting and Analysis:** Maintain accurate records of business development activities, prepare regular reports on sales performance, and provide insights for continuous improvement.

Automotive Business Development Manager



part of the Trifast plc Group

The Candidate

The successful candidate will be responsible for identifying and cultivating new business opportunities, building relationships with key industry players, and driving sales growth within the Automotive sector.

The ideal candidate will have a strategic mindset paired with an understanding of the Automotive industry and a proven track record in business development. Capability in working both independently and as part of a team and they must be prepared to travel nationally and potentially globally as part of the job role.

The candidate will have a proven ability to develop and implement effective business development strategies. Strong negotiation, communication, and interpersonal skills are essential. Excellent analytical and problem-solving abilities are also required. Proficiency in CRM software and the Microsoft Office is necessary. An in-depth understanding of the automotive industry, including market trends, competitive landscape, and key players, is required. A background in engineering and program management would be advantageous. Knowledge of automotive practices such as APQP and PPAP is also important. Highly motivated, goal-oriented, and able to thrive in a fast-paced, dynamic environment.

Education: Candidates possessing a Bachelor's degree in Business Administration, Marketing, Automotive Engineering, or a related field, will be considered advantageous. In addition, having an MBA or equivalent advanced degree will also be a plus. Noncompulsory.

Experience: Minimum of 5 years of experience in business development, sales, or a related role within the automotive industry.

What we offer

- On-site parking
- Life insurance
- Pension
- Company Car Scheme

To apply

If you are interested, know of someone who might be or have any queries, please contact:

Tiago Lopes

Group HR Advisor

@ careers@trifast.com

To apply for this role, kindly send your CV and specify the position you are applying for to the above email.