

# Business Development Manager

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 looking to recruit energetic Business Development Managers across Northern Ireland, each to develop new and existing business across a pre-defined geographical area. Your goal will be to drive profitable financial growth through boosting sales and forging strong relationships with customers.

## The Role

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

- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Build long-term relationships with current and prospective customers.
- Secure and grow new business opportunities and new accounts.
- Create, manage, and convert a pipeline of sales opportunities.
- Respond to sales enquiries from current and prospective customers.
- Conduct business reviews with Key Accounts.
- Cross-sell TR products to current and prospective customers.
- Present and promote the TR value proposition to all customers.
- Identify future opportunities for product and service development.
- Develop and maintain TR product knowledge and sales materials.

## The Candidate

Suitable candidates for the role of Business Development Manager will have:

- Full clean driving licence.
- Proven history of selling into the manufacturing/engineering sectors. Experience of selling fastenings or Cat C components would be an advantage.
- At least 4 years of business development or sales experience preferably in an engineering related industry.
- Excellent communication, organisational and customer service skills.
- Strong negotiation skills and proven history of achieving objectives, sales targets and KPIs.
- Ability to cross-sell a range of products.
- Proficiency in the use of Microsoft Word, Excel, PowerPoint, etc.

## To Apply

If you are interested, or know of someone who might be, please contact Tiago Lopes (Group HR Advisor), on 01825 747684 or email [careers@trifast.com](mailto:careers@trifast.com)

