

Business Development Manager



part of the Trifast plc Group

Who we are

At TR, part of Trifast plc, we're more than fasteners—we're the trusted partner behind some of the world's most advanced industries. As a global leader in the design, engineering, manufacture, and supply of fastenings and Category 'C' components, we deliver smart, efficient solutions that enhance performance across major assembly operations.

From Automotive to Smart Infrastructure and Medical Equipment, our focus on engineering excellence and streamlined supply keeps us at the forefront of progress.

We're looking for a driven and dynamic Business Development Manager to contribute to our continued success on a global scale.

We are looking to recruit a Business Development Manager on a permanent basis to join our Commercial Sales team in TR Belfast including Northern Ireland & selected areas within the Republic of Ireland.

The Role

The Business Development Manager (BDM) is responsible for driving sales growth and expanding market presence within the fastener industry and the wider 'c' part supply chain. This role focuses on identifying new business opportunities, strengthening client relationships, and maximizing profitability within a designated geographical area. The BDM will develop and execute strategic plans to drive revenue while collaborating cross-functionally to ensure alignment with the company's goals and values. By combining strategic business development with strong relationship management and sales execution, the BDM will play a key role in driving sustainable growth and enhancing customer value.

Key Tasks

- **Business Growth & Strategy:** Develop and implement a growth strategy focused on financial gain, market expansion, and customer satisfaction. Identify and secure new business opportunities while managing and converting a pipeline of sales prospects.
- **Customer Relationship Management:** Build and maintain strong, long-term relationships with current and prospective customers. Conduct regular business reviews with key accounts to ensure customer needs are met and identify growth opportunities.
- **Sales & Revenue Generation:** Drive profitable growth by negotiating and securing new accounts, cross-selling TR products, and promoting the TR value proposition to customers. Monitor and manage customer margin levels, ensuring sustainable profitability.
- **Contract & Pricing Management:** Prepare and conduct contract negotiations, manage customer agreements, and implement price increases where applicable. Respond to sales inquiries with timely and effective solutions.
- **Market & Product Development:** Analyze market trends to identify future opportunities for product and service development. Maintain up-to-date knowledge of TR products and sales materials to effectively position offerings within the industry.

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The Candidate

- **Experience & Industry Knowledge:** At least 4 years of business development or sales experience, preferably within the manufacturing, engineering, or fastener industries. Experience selling fastenings or Category C components is an advantage.
- **Sales & Business Development Expertise:** Proven ability to identify and secure new business opportunities, manage sales pipelines, and achieve sales targets, KPIs, and revenue objectives.
- **Customer Relationship Management:** Strong ability to build and maintain long-term client relationships, conduct business reviews, and provide excellent customer service.
- **Negotiation & Communication Skills:** Excellent negotiation, persuasion, and presentation skills, with the ability to manage contracts, pricing, and agreements effectively.
- **Strategic Thinking & Problem-Solving:** Ability to analyze market trends, identify business growth opportunities, and develop tailored sales strategies.
- **Product & Market Knowledge:** Ability to cross-sell a range of products and effectively promote the TR value proposition.
- **Technical Proficiency:** Proficiency in Microsoft Word, Excel, PowerPoint, and D365 literacy.
- **Organizational Skills:** Strong ability to manage multiple tasks, maintain accurate records, and prioritize business development activities.
- **Driving Requirement:** Full clean driving license, with the flexibility to travel within the assigned geographical area as needed.

What we offer

- On-site parking
- Life insurance
- Pension
- Employee Assistance Programme

To apply

If you are interested, know of someone who might be or have any queries, please contact the HR team.

@ careers@trifast.com

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