



BUSINESS DEVELOPMENT MANAGER – THE AMERICAS

About this role

Are you ready to embrace change and thrive in a dynamic and varied role? If so, we have an exciting opportunity for you as a Business Development Manager. We seek a self-driven, enthusiastic, results-orientated professional with a strong focus on customer satisfaction and business growth.

In this role, you will be responsible for effectively managing all commercial operations in your assigned region. Your primary goal will be to drive sales and maximise profitability by nurturing existing client relationships and actively pursuing new business opportunities and customers.

Covering the vast territories of the US, Canada and South America, you will have the chance to expand our reach and make a significant impact on our overall success.

Not everyone will know much about electronics or frequency timing products when they join IQD, however, this can be overcome with the in-house training and support we offer new colleagues. It's more important to us to recruit the right skills and experience to fit into our growing company, so we can achieve our ambitious growth plans together.

The position offers two potential locations for the role: either based in the United States with regular visits to the UK or based in Crewkerne, Somerset, UK with periodic business trips to the designated territory.

Duties

- Growing profitable sales within your assigned territories
- Regular sales visits contact as required to support and grow business
- Building effective relationships with new and existing clients
- Present key market and competitor feedback to internal stakeholders
- Contributing to business planning and sales strategy at IQD
- Forming a strong working relationship with your colleagues

Skills

- Have exceptional account management skills and a strong sales orientation
- Proficiency in consultative sales techniques and in-depth knowledge of needs-based questioning strategies.
- Knowledge of the frequency industry is desirable but not a prerequisite.

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- Be results-driven, able to work remotely and proactively, and have excellent time-management skills
- Your strengths: team player, enthusiastic and a tenacious can-do attitude
- Must have a driving licence
- Capability to travel to the Americas

Benefits

- Competitive salary.
- Car
- Bonus
- Full-time, 35 hours per week – fully flexible
- Permanent contract.
- Hybrid working option following a successful probation period.

See the website for a full list of company benefits

About Us

IQD Frequency Products Ltd provides specialist electronic components for timing and frequency control applications and can trace its origins as far back as 1973. We are based in Crewkerne, Somerset, in the UK but have a network of long-standing global customers. IQD is a centre of excellence in frequency products for the Würth Elektronik (WE) eiSos group who supply electronic components to large electronics manufacturers across the world. WE eiSos group employs over 7,300 colleagues in 50 countries and IQD benefits from the global infrastructure and support. Yet, IQD is independently managed as a small business that thinks dynamically and is constantly responding in an agile way to market needs.

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