



## NEW BUSINESS MANAGER

### About this role

We have an exciting opportunity for you as a New Business Manager. We seek a self-driven, enthusiastic, results-orientated professional with a strong focus on customer satisfaction and business growth.

The role of a New Business Manager is pivotal in driving growth and ensuring the success of a company's expansion efforts. Your primary focus will be on developing and expanding the company's customer base by identifying and pursuing new business opportunities covering the UK and European territories.

Whilst knowledge of electronics or frequency timing products is beneficial, we prioritise recruiting individuals with the right skills and experience to contribute to our company's growth. If you're ready to embrace change and thrive in a dynamic role, we encourage you to explore this exciting opportunity!

### Duties

#### **Business Development:**

- Identify potential clients and new markets.
- Collaborate with marketing and sales teams to create effective campaigns.

#### **Business Trips :**

- The position involves frequent travel within Europe for business visits.

#### **Sales and Revenue Generation:**

- Drive sales by actively prospecting and closing deals.
- Build and maintain strong relationships with clients.
- Maximize profitability through effective negotiation.

#### **Market Research:**

- Stay informed about industry trends, competitors, and market dynamics.

#### **Customer Satisfaction and Retention:**

- Ensure excellent customer service throughout the sales process.
- Address client inquiries and concerns promptly.
- Foster long-term relationships with clients.



## Skills and Experience

- **Experience:** Proven experience in business development, sales, or related roles.
- **Communication Skills:** Excellent verbal and written communication skills.
- **Negotiation Skills:** Strong negotiation abilities.
- **Identifying New Business Opportunities:** This involves exploring new markets, clients, partnerships, or product and service offerings.
- **Building Client Relationships:** establish and maintain strong relationships with potential clients and partners. Gauge client needs and develop proposals to address those needs.
- **Sales and Product Pitching:** Pitch sales and products to new prospects.
- **Industry Awareness:** Attending conferences and events to help build relationships with industry partners and stay up to date with new trends.
- **Understanding the Company's Products and Competition:** Possessing a strong understanding of the company's products and the competitive landscape in the industry.
- **Driving Licence:** Essential

## Benefits

- Competitive salary.
- Bonus
- 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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