



Job Description - Business Development Manager, General Manufacturing

Title: Business Development Manager, General Manufacturing

Job Type: Permanent

Location: Coventry

Reporting Line: Industrial Growth Sales Business Development Leader

Salary: £60,000 - £75,000 based on experience

Benefits: Sales Incentive Scheme, Vitality Medical, Company Pension, Tusker Car Scheme & Cycle 2 work scheme + more

About The MTC

The Manufacturing Technology Centre (MTC) is an internationally renowned and respected research and development organisation, bridging the gap between academia and manufacturing, and is home to some of the brightest minds in engineering from around the globe.

The MTC's engineers, scientists and technicians work with some of the most advanced manufacturing equipment in the world in a supportive and collegiate environment for the development and demonstration of new technologies on an industrial scale, helping manufacturers of all sizes develop new and innovative processes and technologies.

Established to prove cutting edge manufacturing advances in an agile environment in partnership with industry, academia and other institutions, the MTC works with hundreds of industrial clients across a range of sectors including automotive, aerospace, rail, informatics, food and drink, infrastructure, construction and civil engineering, electronics, oil and gas and defence. The MTC helps businesses thrive by advancing their technological and engineering capabilities to improve their business efficiency, capability and competitiveness.

Supported by one of the largest public sector investments in UK Manufacturing, the MTC's engineering capabilities cover research and development, advanced manufacturing management, factory design and training for the skills of the future.

The MTC has world-class facilities in Coventry, Liverpool and Oxford, and is part of the UK's High Value Manufacturing Catapult, supported by Innovate UK.

Job Description:

The MTC is seeking a New Business Developer with Account Management experience, capable and confident of opening up multiple accounts and networking across organisations to deliver innovation across multiple areas of a business. The MTC works with organisations to prove cutting edge

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 manufacturing advancements in an agile environment in partnership with industry, academia and other institutions. We work across a range of sectors including FMCG, Health-Tech, Food & Drink, Circular Materials & OEMs, with a focus on opening large strategic accounts that align with the MTCs value proposition. Experience of working across sectors will enable effective positioning of MTCs value proposition in pursuit of winning complex, innovative research and development opportunities. The MTCs core value proposition and demonstrating our impact is desirable effective articulation and the ideal candidate will possess strong leadership, communication, and negotiation skills, and a deep understanding of the industry and competitive landscape.

The UK is now the 12th largest manufacturing country in the world with a GVA output of approximately £180bn. However, the UK is behind the curve on several fronts including but not limited to:

- Productivity and efficiency challenges
- Embracing advanced and innovative manufacturing technologies and applications
- Sustainability and circularity challenges
- Embedding robotics and automation to provide business agility
- Equipping the future engineers with the skills to adopt modern methods of manufacturing

The MTC is leading the charge to help support UK Manufacturing businesses overcome these challenges on an industrial scale

1. Duties and responsibilities:

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

- Develop and execute your Business Plan, with personal accountability for an individual sales target in excess of £1.5m
- Lead focused activities in identifying key customers across broad and diverse sectors for strategic account management, partnership development and Lead Generation that maximise impact for the MTC and industry
- Demonstrate role model sales professionalism aligned to in-depth technical knowledge of manufacturing challenges, across multiple industry sectors
- Ability to translate between customer pain points & challenges to defining customer requirements and scoping technical solutions
- Be an Ambassador, an Industry Leader, a Sales Professional, a Business Coach, a trusted Consultant, a Marketeer, a Key Account Manager, a Networker (internally and externally) a trusted Industrial Partner to UK Manufacturing businesses

2. Person Specification

Essential skills, competencies and experience:



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- Consultative / Solution selling experience with an ability to articulate compelling value propositions to multiple decision-makers and translate complex customer aspirations into realised outcomes
- Proven track record of repeated overachievement of sales targets
- Passionate about UK Industrial Manufacturing
- Advocacy of for use and exploitation of internal CRM systems
- Adept at managing customers' expectations in line with agreed project deliverables
- An agile mind with a passion for innovation, transformation, and growth
- Financially literate with ability to interpret P&L / Balance Sheet information
- Ability to engage with internal stakeholders, particularly engineers, to gain and credibly communicate an understanding of technology and engineering opportunities.
- Willing and able to conduct regular business travel to partner locations - nationally
- Requisite levels of gravitas and emotional intelligence
- Passion for delivering customer excellence and positive societal impact

Desirable skills, competencies and experience:

- Proficient with Miller Heiman Sales Methodology
- Knowledge of engineering, manufacturing techniques and change management challenges
- A degree (in Business or Engineering), MBA preferred
- Ability to innovatively identify and resolve issues using a strongly analytical approach
- Experience of working in an innovation, research and development environment
- Experience of working collaboratively with both public and private partners

All aspects of the role are to be carried out with respect to the MTC approach :

- Acting responsibly, putting MTC's interests ahead of personal ambition
- Leading with humility, honesty and integrity in all that you do
- Promoting teamwork, supporting through difficult times and collectively celebrating our successes