

Business Development Manager – Industrial, Manufacturing and Automation



United States (Remote)
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Job Summary

Vacancy :
Deadline : Jan 01, 1970
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Employment Status : Full Time-Remote
Experience : Any
Salary :
Gender : Any
Career Level : Director
Qualification :

Job Description

Are you a hunter Business Development leader with a passion for bringing new clients on board to help them create real value with digital solutions?

Quotacom are proud to be partnered with a leading Digital Product & Custom Software Engineering firm who develop and deliver next-generation solutions across industry 4.0, AI, Robotics, Big Data & Analytics. The organization offer a flexible and agile structure with entrepreneurial spirit and a strong people-focussed culture that emphasises autonomy and ensuring their team have the freedom to grow. Scope for progression internally is wide and varied as you continue to succeed.

Their Industry and Automation Practice is currently expanding and with this comes the need to bring in seasoned business development leader who have previously worked with clients across the manufacturing industry.

With strong backing and resources, you'll have the opportunity to grow the book of business by winning new deals and working with the wider organisation to deliver solutions across the areas of Product Lifecycle Management, Manufacturing Operations, Supply Chain, Procurement Management, Marketing Operations and Field Services.

This is an exciting opportunity to join a global organisation at a key point in their global expansion, whilst also ensuring the potential for strong personal growth. If you would like to discuss this further, please send through your resume and contact details to holly@quotacom.com.

At Quotacom, we take the security and privacy of your personal data very seriously, any data we hold will be in accordance with data protection legislation. Full details of our privacy notice can be found at www.quotacom.com/privacy-notice/

Education & Experience

- 7+ years' experience in business development, sales or consulting in any of the following domains; manufacturing, industrial automation, light engineering industry, heavy engineering, aerospace, automotive, food & beverages, consumer good and/or construction.
- Experience winning new logo opportunities and growing the book of business
- Experience in crafting digital solution offering for clients, including POC and pilot projects
- Strong understanding of customer requirements and how to translate these into tailored solutions

Must Have

Educational Requirements

Compensation & Other Benefits
