

Job description

Business Development Manager - Omega Plastics Group

Who we are and what we do:

The Omega Plastics Group comprises two businesses – Omega Plastics and Signal Plastics. We provide high quality plastic injection mould tooling, components, assembly and technical solutions on time and with exceptional customer service.

We assist customers from product conception through the development cycle and into serial production. Our flexibility and value-add approach means we can be a strategic partner to customers and strive to develop long-term relationships.

Omega Plastics operates across four main sectors: industrial and technical, consumer, automotive and medical. We specialise in low to high volume plastic injection moulding using 13 injection moulding presses, ranging from 30 to 330 tonnes. In addition, we integrate plastic mouldings into more complex assemblies which we manage on behalf of our customers. We hold ISO 9001 and ISO 14001 certifications and are based in a 45,000 sq. ft facility on Team Valley Trading Estate in Gateshead, which is also our group head office.

Signal Plastics specialises in high volume plastic injection moulding and assembly, with 15 injection moulding presses ranging from 40 to 1,300 tonnes, some with robot demoulding and packing capability. Our customers include some of the biggest names in the automotive and industrial and technical products sectors. We are based in a 43,500 sq. ft facility on Bentall Business Park in Washington.

With a workforce of over 160 colleagues (from 90 in 2019) across both businesses, we continue to invest in our people, infrastructure and facilities. Our people are key to the success of the business. We offer a competitive salary and benefits package and invest in the training and development our colleagues. Find out more about us here:

<http://www.omegaplasticsgroup.co.uk/>

The role

We are looking for a **Business Development Manager** to join our Business Winning Team, reporting to our Director of Technical Sales. This is a full time, permanent role. You will be based mainly at our head office on Team Valley in Gateshead although you will also visit our Signal Plastics site in Washington as well as undertaking visits to potential customers and attending trade and networking events. We offer a rewarding and dynamic working environment in an ambitious and expanding group.

Working from our strategic business plan, you will be responsible for finding and winning new business for Moulding, Assembly and Tooling, from customers who fit our strategic requirements. From initial contact through to first order conversion you would be the face/voice of the business and the OPG brand.

Whether you are already in a similar role and looking for a new challenge or you're looking to take the next step in your career, if you have the skills and qualities we are looking for we would love to speak to you.

Package

The role comes with a competitive salary of between £42,500 and £47,500 (based on skills, knowledge, experience and qualifications), which includes a car allowance. We offer 25 days annual leave plus the usual bank/public holidays, Company Sick Pay, Company Pension Scheme, Death in Service, Employee Assistance Program, Cycle to Work scheme, free hot drinks and other benefits.

All candidates must be currently eligible to live and work in the UK.

Key responsibilities include

1. **Identifying new customers** - Prospecting for new business through searches, networking, events, market mapping and market intelligence. Qualifying the prospects and building relationships, ensuring technical team support at the right time with focus on the business opportunity.
2. **Quotation and Close** – Interpret customer needs accurately and ensure quotations from the sales team meet customer requirements, addressing customers’ pain points and clearly differentiating OPG through the value we add. Follow up, negotiation, and close, recognising where other team members may be required to support closure.
3. **Long term partnerships** – developing the foundation for long term business relationships, through understanding of strategic opportunity and clarity of requirements to achieve alignment.

The ideal candidate

The ideal candidate for this role must be a people person, capable of opening new doors and building strong relationships. The ability to listen, understand, and translate requirements into a solution is key. Some manufacturing/engineering experience will be beneficial but we are also interested to speak to candidates who have the ability to learn the key technical concerns of prospective customers and work with our team of technical experts to deliver solutions.

We are looking for a dynamic individual who enjoys the investigation and targeting of new customers and is able to develop strategies to access decision makers, and to work with them through the process to initial order, building a platform for a long-term relationship.

You will be:

- a team player who can work independently.
- a confident and motivated individual
- able to communicate in a professional manner
- able to make efficient use of resources

You will have:

- an understanding of the importance of research and targeting, and the patience and tenacity to develop sales leads in a structured way
- the ability to manage the sales pipeline, ranking opportunity, prioritising and reporting
- the skills and experience to understand business opportunity, and how to deliver
- people skills and the ability to work with customer prospects at all levels

To apply for this role, please send a **letter explaining your suitability for the role**, together with a **CV detailing your experience**

Person specification

Successful candidates are expected to possess already all the essential requirements, and be capable of, or have the potential to be trained to an acceptable standard in the desirable ones.

Experience

Essential

Identifying and gaining access to “decision makers”

Proven record of building relationships, business development, and commercial understanding.

Building opportunity intelligence

Desirable

Injection moulding/tooling or other engineering/manufacturing sector experience

Sector searches and mapping

Building and maintaining networks

Negotiation and business winning

Marketing experience

Knowledge and skills

Essential

Approaching prospective customers

Building relationships

Identify and understand opportunity and risk, and close deals.

Presentation delivery

Forecasting and reporting

Desirable

Understanding of NPI and manufacturing process

Research and targeting

Use of CRM systems