

Location: Basingstoke

Job Title: Business Development Manager

Employment Type: Permanent

Reports to: Business Development Director

Brief Job Description

- Developing relationships with existing and new customers in the UK and overseas
- Assisting the Business Development Director in the;
 - + Identification of new markets and market entry strategy
 - + Development of the Company business development strategy, including the Company 5 year plan and reviews
- Development and presentation of marketing presentations
- Development and management of marketing material
- Attendance at trade shows in the UK and overseas including, if appropriate, the lead and set up of the support elements (e.g. stand arrangement) for the FBH attendance where appropriate
- To carry out any other appropriate duties as detailed by the Business Development Director

Experience and Skills

- Candidates should have a background in business development and market strategy within the aerospace industry with specific experience with helicopters
- Previous military experience as either an engineer or aircrew is highly desirable
- Knowledge of the UK (and also the US) military procurement processes would be advantageous
- Strong IT skills to enable production of market strategy papers, detailed spreadsheets and marketing presentations is essential
- Must be able to work under their own initiative, whilst integrating, as required, with other company departments to successfully develop professional customer and project proposal
- Candidates must be comfortable in working and presenting up to Board level

Additional Information

Extensive UK and overseas travel required

Closing Date

31st March 2010

