

Position: Business Development Manager

Salary: circa £40,000+bonus scheme

About EC Electronics

Founded in 1984, EC Electronics are an Electronics Manufacturing Company (EMS) with production facilities in the UK, Netherlands and Romania.

We can offer a comprehensive range of services, focusing on PCB Assembly, Cable and Wire Harness Assembly and Complete Product Assembly.

Our mission is to be the best in-class electronics manufacturing services partner for OEMs and product innovators, providing superior quality and value to our customers.

Job Purpose:

Utilising the comprehensive range of services, the Business Development Manager is responsible for driving the growth and expansion of the company by securing new business and developing relationships.

Responsibilities:

- Proactively generate and pursue targeted and strategic new business opportunities.
- Host NPI and contract review meetings for new business introduction.
- Liaise and work closely with Estimating, Engineering, Purchasing, Quality and Operations departments on customer Technical, Material, Quality or Production issues.
- Build a successful proposal by gathering information from the customer and planning an effective approach that demonstrates an understanding of requirements.
- Deliver value to customer whilst maintaining expected levels of Margin return against balanced product mix.
- Enable and help the sales teams to win and grow market share.
- Maintains Full knowledge of assigned Vendor's product / service line.

Knowledge Skills And Experience

- A proven history of working within the Contract Electronics Manufacturing Industry.
- Ability to understand technical drawings and interrogate customer BOMs.
- Influence and persuasion.
- Skilled multi-level relationship builder.
- Strong orientation towards and experience in services and solution selling.

- Demonstrates capability of having a clear understanding of strategic direction and challenges.
- Able to communicate using a wide range of tools clearly and effectively with customers.
- Self-Management.
- Strategic planning and business case development.
- Ability to work calmly and methodically when under pressure from a busy and varied workload.
- Experienced in the use of Word & Excel. Previous experience with MRP software useful.

We can offer you:

- Outstanding benefits package - Mediacash health plan
- Enhanced holiday entitlement.
- Compressed working hours.
- Remote working.
- Enhanced maternity and family leave.
- Employee Assistance Programme.

This opportunity may require some travel within the UK and Europe as and when required.

There is no set location for the role, it can be fully remote, hybrid or office based.

If you are interested in applying for this role, or would like to find out more information please email: alawrence@ecelectronics.com