

## JOB DESCRIPTION

<b>Job Role</b>	<b>Business Development Manager</b>
<b>Location</b>	<p>Either Hypermotive’s manufacturing facilities in Northampton or engineering office in Lutterworth, Leicestershire.</p> <p>Occasional periods working offsite within the UK, EU or worldwide.</p>
<b>Reports to</b>	Head of Business Development
<b>The role</b>	
<p>Hypermotive are an innovative, industry respected and rapidly growing engineering and manufacturing business in the eMobility sector. With a reputation for excellence, we are recognised as leaders in the supply of Electric Vehicle and Fuel Cell System integration and Wiring Systems design and tier 1 manufacturing operating across multiple sectors. A highly capable, diverse, and dynamic team, within an ISO9001 certified environment, we offer a fun, fast-paced working environment with a strong commercial focus.</p> <p>As a key member of the Hypermotive Commercial team, the Business Development Manager will be responsible for identifying customer and markets, engaging new and existing customers and winning new contracts for Hypermotive.</p> <p>Within this role, your responsibilities will include:</p> <ul style="list-style-type: none"> <li>• Maintaining a good understanding of Hypermotive’s engineering, manufacturing and products capabilities</li> <li>• Identification and validation of new customers for Hypermotive</li> <li>• Identification and validation of new markets for Hypermotive</li> <li>• Developing and maintaining relationships with key decision makers in the industry and in our customers</li> <li>• Representing Hypermotive at trade shows and events</li> <li>• Engaging with new customers</li> <li>• Exploring new opportunities with existing customers</li> <li>• Working with customers to identify scope of work/deliverable</li> <li>• Preparation of customer quotations</li> <li>• Contract negotiations (supported by Commercial Director)</li> <li>• Manage Hypermotive CRM system to log customers details</li> <li>• Maintaining the sales funnel and other business development metrics to track business development opportunities</li> </ul> <p>Within this role, you will work on highly varied projects across a wide range of applications and products.</p>	
<b>Education and Skills Requirements</b>	
<p><b>Education:</b></p> <ul style="list-style-type: none"> <li>• Degree level qualification (or equivalent) ideally in science, engineering, business or technology-related subjects.</li> </ul> <p><b>Skills &amp; Experience Required:</b></p> <ul style="list-style-type: none"> <li>• Extensive experience of the niche vehicle, e-mobility and/or hydrogen fuel cell industries</li> </ul>	

- Proven track record of identifying and winning new business opportunities
- Proven track record of closing contracts
- Experience of contract negotiation and representing the business at a senior level
- Ability to present reports to C suite and board level stakeholders
- Knowledge of using and maintaining CRM system
- Knowledge of using and maintaining and Sales Funnel reporting tools/processes

**Skills preferred:**

- Global business development and sales experience
- Significant network of industry professionals in senior positions
- Experience of working in an SME supporting business growth

**Personal attributes:**

- Professional, ethical approach to business
- Excellent written and verbal communication skills
- Process-driven and detail orientated approach
- Team player
- Self-motivated with a proactive approach to work
- Adaptable and able to multi-task across several projects at one time.

**Hypermotive can offer:**

- Engaging, varied and challenging work across a range of sectors,
- Competitive rates of pay and generous holidays,
- Highly flexible working arrangements - We offer flexible working within core business hours,
- Pension scheme,
- Healthcare scheme,
- A culture which recognises contribution and encourages innovation and creativity,
- Strong industry knowledge, expertise and a reputation for excellence