

JOB DESCRIPTION

Job Role	Business Development Manager – Automotive & Motorsport
Location	Role based at Hypermotive's Manufacturing Facility in Northampton. Remote working (e.g. from home) for up to 2 days per week. Occasional periods working offsite within the UK, EU or worldwide.
Reports to	Commercial Manager
The role	
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 including automotive, motorsport, commercial vehicle, off-highway, rail and marine. A highly capable, diverse, and dynamic team, we offer a fun, fast-paced working environment with a strong commercial focus. We are looking to grow our presence in the High Performance Automotive & Motorsport sector, building on our manufacturing capability in wiring harnesses and electro-mechanical build. The Business Development Manager will drive new business across both design-and-build engagements, where Hypermotive designs and then manufactures the solution, and manufacture-only contracts, where we build to a customer's existing specification. You will bring a genuine interest in high performance technologies and a strong drive to find and win new business, alongside a disciplined approach to growing our existing customer accounts. Your input will directly contribute not only to the successful delivery of the project but also support the success and growth of the business. Your responsibilities will include: • Identifying, engaging and developing new business opportunities for harness manufacture and electro-mechanical build within the High Performance Automotive & Motorsport market. • Building and managing relationships with existing customers, ensuring accounts are retained and grown through regular, proactive engagement. • Representing Hypermotive at trade shows, motorsport events and industry conferences across the UK and Europe to build pipeline and raise brand awareness. • Understanding customer requirements and working with the Commercial and Engineering teams to scope proposals, covering both design-and-manufacture and manufacture-only offerings. • Preparing and presenting proposals and quotations in collaboration with the commercial/estimating function. • Tracking and reporting on sales pipeline, customer engagement and conversion against agreed targets. • Maintaining awareness of high performance and motorsport technology trends, competitor activity and wider market developments. • Working closely with Engineering, Manufacturing and Quality teams to ensure commitments made during the sales process are deliverable. • Leading or supporting customer visits, site meetings and contract negotiations.	

Education and Skills Requirements

Skills & Experience Required:

- Proven experience in a business development or sales role within automotive, motorsport, or manufacturing.
- A keen personal interest in high performance automotive and motorsport technologies.
- Strong drive to identify and win new business, alongside the discipline to manage and grow existing accounts.
- Confident communicator, comfortable presenting and negotiating with customers at all levels.
- Willingness and ability to travel regularly to events and customer sites across the UK and Europe.
- Full, clean UK driving licence.
- Fluent in English.

Desired:

- Existing network of contacts within motorsport teams or high-performance automotive OEMs/Tier 1s.
- Understanding of wiring harness and/or electro-mechanical build and manufacturing processes.
- Experience selling both design-and-build engineering services and contract manufacturing.
- Technical background or qualification in electrical or mechanical engineering.

Personal attributes:

- Flexible attitude
- Good written and verbal communication skills
- Process-driven approach
- Team player
- Self-motivated
- Proactive approach to work
- Able to multi-task across several projects at one time

Hypermotive can offer:

- Interesting, varied and challenging work across a range of sectors
- Good rates of pay and generous holidays
- Highly flexible working arrangements
- Pension scheme
- Healthcare scheme