

Business Development Manager

Our organisation and what we do:

Omega Plastics was founded in 1996 and the Omega Plastics Group was established in 2015, following the acquisition of Signal Plastics.

Since then, the Group, now with over 130 employees, has enjoyed continued growth with significant investments made in both companies. In 2016 Signal Plastics relocated to a 43,500 sq. ft facility on Bentall Business Park, Washington. In 2019, Omega Plastics moved into a new 45,000 sq. ft facility on Team Valley Trading Estate in Gateshead, which is also our Group head office.

The Group provides a full turn-key solution of low to high volume tooling and plastic injection moulding services. We operate across 4 main sectors: Automotive, Medical, Industrial and Technical Products and Consumer Products.

Our technical expertise and reputation for delivering solutions to challenging problems or in short timeframes allows us to assist customers from product conception through the development cycle and into serial production.

We are strongly committed to ensuring that all colleagues understand how important their contribution is to the success of the business, which ensures they are engaged and motivated to drive the Group forward. We pay competitive salaries and invest in training for our colleagues.

We are committed to equality in employment - all employees hold responsibility for promoting an inclusive working environment where colleagues are treated with dignity and respect.

More information about us can be found at <http://www.omegaplasticsgroup.co.uk/>

The vacancy

The role

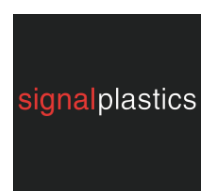
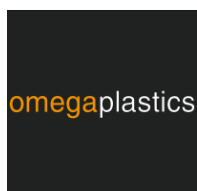
We have a fantastic opportunity for a **Business Development Manager** to support our group strategy for development and growth. We offer a rewarding and dynamic working environment in an ambitious and expanding group.

You would 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.

It is a full time, permanent position reporting to our Director of Technical Sales.

Location

You will be based at our Group head office/Omega Plastics site on the Team Valley trading estate in Gateshead. However, we are open to flexible working and home working. During the current COVID-19 restrictions, many team members are working from home and we provide all necessary equipment to support this.



Package

A competitive salary will be offered based on skills, knowledge, experience and qualifications. We also offer a car allowance, company pension scheme, mobile phone and necessary IT equipment.

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, and will require some manufacturing/engineering experience. 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.

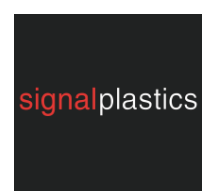
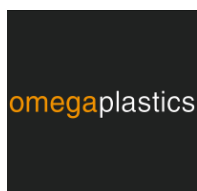
You will be:

- 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 CV and covering letter explaining your suitability for the role, together with an Equal Opportunities Monitoring [form](#) to careers@omega-plastics.co.uk by 5pm on 27th March 2021.



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.

ROLE	Business Development Manager		
Category	Essential	Desirable	Method of assessment
Qualifications	GCSE Grade C or equivalent in English and Maths	Degree	Application – evidence of qualifications may be required
Experience	Identifying and gaining access to “decision makers” Proven record of building relationships, business development, and commercial understanding. Building opportunity intelligence	Engineering/manufacturing sector experience Sector searches and mapping Building and maintaining networks Negotiation and business winning	Application and interview
Knowledge and skills	Approaching prospective customers Building relationships Identify and understand opportunity and risk, and close deals. Presentation delivery Forecasting and reporting	Understanding of NPI and manufacturing process Research and targeting Use of CRM systems	Application and interview
Personal qualities	Attention to detail Trustworthy Efficient High level of motivation Professional manner Well presented Ability to use own initiative Team player Emotional intelligence		Interview