



Logistex provide automated materials handling and software (WMS) solutions for warehousing operations and we are currently seeking a

## *Business Development Manager*

**Reference number:** 2021-54

**Salary & Benefits:** Competitive salary, Commission Scheme, Company Car, Private Healthcare, 25 days holiday plus bank holidays with the option to buy an additional 3 days, pension scheme, tax free childcare, cycle to work scheme, free parking

**Hours:** 37.5 hours a week

**Location:** Kettering/Hybrid Working

**Contract type:** Permanent

**Role details:**

Due to business growth we are seeking to engage a Business Development Manager to join our team at Logistex. To be successful in this role you must be able to:

- Identify target accounts and build binding relationships with the key decision makers, and use these relationships to gain profitable new contracts for Logistex
- Assess and qualify sales enquiries for consideration by the General Manager of the Business Unit
- To lead presentations and presentations teams, supervising the production of proposal documents and cost information
- Use contacts to obtain critical market intelligence, about our competitors, customers and suppliers, enabling the business to tailor its approach accordingly
- Represent the business at exhibitions and conferences using the opportunity to present Logistex as the supplier of choice within the Materials Handling Industry
- Produce sales forecasts, progress reports and other information regarding sales activity in the agreed format
- Recognise the need and deliver a different and more strategic approach to dealing with key, multi-site accounts, building lasting relationships to maximise business opportunities in the longer term
- Responsible for winning new business in the UK
- Your experience should include Robotics with AMR experience

**No agencies please.**

**Closing date:** 30<sup>th</sup> September 2022

**To apply:** To start growing your future at Logistex, please submit your CV and covering letter to [careers@logistex.com](mailto:careers@logistex.com)

Logistex Ltd is an equal opportunities employer and will consider all applications on the basis of their relevant merits and abilities.