

**Job Description: Business Development Manager**

The Business Development Manager will be responsible for driving order intake and delivering QPE's commercial growth targets. This role combines direct sales activities with strategic business development, market engagement, and customer relationship management.

About QPE Ltd:

QPE Ltd is a full-service electronic manufacturing and assembly company specialising in low to medium volume production, PCB prototyping, assembly, box-build and testing for applications in harsh and hostile environments. Using surface-mount and through-hole technology, our company provides outstanding manufacturing services to a wide range of industry sectors. Recently under new ownership, QPE Ltd are expanding our Team to drive business growth and provide a seamless end to end experience for our customers.

Key Responsibilities:

- Business Development: Identify and develop new business opportunities, converting suspects into leads into prospects (opportunities) and into long-term customers.
- Sales Winning: Create and execute sales plans to achieve company targets, developing compelling value propositions that highlight QPE's strengths in electronics manufacturing services.
- Customer Engagement: Conduct regular field visits with existing and prospective customers to build and strengthen relationships, ensure customer satisfaction, and generate repeat business.
- Sales & Operational Planning: Collaborate with operations, engineering, and management teams to ensure smooth order intake and delivery, including weekly S&OP meetings.
- Market Awareness: Represent QPE at trade shows, customer events, and site visits; promote QPE's unique capabilities in high-reliability electronics manufacturing.
- Customer Relationship Management: Use the company CRM to track sales activity, analyse data, and report on performance.
- Market Intelligence: Monitor industry trends, competitor activity, and customer buying behaviour to adapt strategies and maintain a competitive edge.

Skills & Experience:

- Proven sales track record within the electronics industry or related sectors.
- Experience developing and executing successful sales strategies.
- Strong relationship-building and negotiation skills.
- Excellent communication and presentation skills.
- Familiarity with CRM tools and sales reporting.
- Proactive, results-driven, and comfortable working autonomously in the field.

Reporting Line:

Reports to CEO

Location:

Field-based with regular travel across the UK, supported by QPE's headquarters in Glenrothes, Fife

Benefits:

This position offers a competitive salary and benefits package (including car / car allowance). Ongoing training to support career progression will be provided along with active encouragement for professional growth. Please apply in email to recruitment@qpe.co.uk referencing Business Development Manager.