

## **Business Development – Manufacturing Services – We want someone who can sell!**

This is a fantastic career opportunity for a true sales hunter to join a successful Berkshire based Cable Assembly Manufacturing business. We are looking to accelerate our growth and need someone who knows how to win in a competitive market. If you have proven business development success and knowledge of the cable assembly market or related industry then read on.

### **THE COMPANY**

**Hunter Cable Assembly Limited (HCAL)** is a specialist subcontractor for cable assemblies and looms. We also do box builds, sub-assemblies and specials. We know what we are doing having been manufacturing cable assemblies for 20 years and have a very strong existing OEM customer base - but we want more.

### **RESPONSIBILITIES**

You know what they are:

- Generate new business
- Achieve targeted sales and gross profit.

### **Other activities**

Of course we need to measure progress so we do expect you to:

- Maintain a documented pipeline of new business.
- Provide accurate monthly forecasts.
- Maintain comprehensive 'contacts' database providing detailed history on customers' business, products etc.

### **WE DO NOT SELL ON PRICE SO THE IDEAL CANDIDATE WILL HAVE:**

- Ambitions to succeed
- Progressive sales skills – you will know what this means
- Ability to identify prospective customers
- Ability to quickly determine real prospects from time wasters
- Good telephone manner and communication skills
- Be computer literate: Word and Excel as a minimum
- Commercial awareness of factors affecting profitability of the Company
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### **QUALIFICATION AND EXPERIENCE**

- It would be great if you have some technical qualification – it helps when talking with customers
- Business development experience – really a must – not account management
- Some knowledge with the products manufactured by HCAL and its marketplace or at least an appreciation of what they are.

### **REPORTING:**

- The position reports to the Sales Director

### **ACTION**

Take a look at our website [www.hcal.co.uk](http://www.hcal.co.uk). If you like what you see, send your CV to [recruitment@hcal.co.uk](mailto:recruitment@hcal.co.uk).

No agents please we get enough hassle already.