

*Applications open 4th October 2018
Application deadline 25th October 2018*

Please send your CV to: careers@oxfordplastics.com

Oxford Plastic Systems Ltd

Job Description

Business Development Manager Germany / Verkaufsleiter

Business Objective:

Oxford Plastic Systems is a manufacturing business that has enjoyed considerable growth in recent years and plans to continue to grow particularly in Export markets. The current turnover is £17m and there are plans to profitably grow the business over the next 5 years from £17m to £40m by 2022.

Significant growth potential is envisaged in Export markets. As part of the planned export growth it is believed that significant potential exists to increase sales into the German market.

Role:

The role of Business Development Manager Germany is to take responsibility for the development of the German market.

Key attributes:

- German speaking to a native level.
- Sales/ business development background with an emphasis on new business.
- Highly motivated and energetic with the ability to become autonomous very quickly.

Key Responsibilities:

- Build a distribution network capable of servicing the German market.
- Identify and develop relationships with end users (on-going).
- Frequent travel to Germany (75% of time). This will be to regularly visit customers and end users in Germany to demonstrate products.
- Agree Strategy and activity with existing German Sales Team.
- Achieve agreed sales and profit targets for Germany.
- Drive demand and obtain feedback on current products and development opportunities.
- Contribute to marketing activities in Germany (e.g. exhibitions, website, brochures and fliers, videos and pictures).
- Obtain relevant approvals where necessary – e.g. Tuv.
- Prepare a budget and plan for each financial year 1 April to 31 March.
- Be an active member of the sales and marketing team.
- Any other duties as required by the sales department.