



C-MAC SMT Ltd is a UK specialist in pcb & electronics assembly. Our ISO 9001, ISO 14001 et ISO 13485 certification provides a strong position in automotive, industrial and medical markets.

We are part of the C-MAC group, a leading independent provider of complex, high reliability electronics and system assemblies with 3 strategically located sites, in Belgium, Canada and the UK.

We are looking for a Business Development Manager to continue the growth path of our UK Plant.

Position

- You detect and develop sales opportunities for PCBA & Electronics Box Build in the UK for existing and new customers, identify market tendencies & customer needs
- You have a hands-on account management approach and work closely together with the internal design & process team to make qualitative & competitive offers
- Inside our lean organization, you have access to the decision makers and convince them of opportunities by building a strong business case for them.
- You manage RFQ's and negotiate agreements with customers, building long-term partnerships.
- You work closely together with the global sales team by cross sharing information about new business opportunities and the sales pipeline
- You have a key role in company budget forecasting process, able to analyse and present sales data
- You have good contact to key regional players and experts in the industry

Profile

- You have at least 5 years of experience in a similar role in the EMS industry and a proven track record
- Prospection is your second nature, you know how to open doors.
- You have an entrepreneurial and hands on mentality.
- Your strong interpersonal and communication skills enable you to expand new and existing business.
- You can adapt to changing market situations and are able to present appropriate solutions.
- You are fluent in English.

Offer

- We offer you an autonomous role in a fast-growing organisation where entrepreneurship and creativity are valued.
- You will receive a fixed contract and a competitive salary package including bonus that will be in line with the job content, your experience and your potential.

Interested?

- If you are interested, please send your application including your cv to the attention of Bert Vanneste: bertvanneste@cmac.com

BSI Certificate Number: 697438

IATF Number: 0324381

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