

Business Development Manager

Package:	- Competitive salary + OTE
	- Generous Annual Leave entitlement
Department	- Fleet Systems: Bus.
Responsible for:	- Business Development, nationwide

Job role

You are a highly motivated sales individual who has experience of transport technology allowing you to engage with individuals at all levels to explore and close opportunities for our innovative solutions.

At 21st Century, we provide critical, integrated systems for fleet operators covering bus, coach, and rail operations to enhance the safety and journey experience of passengers, improve operational efficiency, meet compliance standards while always offering a competitive commercial offer that includes on-going support services provided by our nationwide engineering team.

Our experience and range of customers provides the ideal opportunity for you to work with operators of all sizes and extend your pipeline by promoting our services to others whose legacy on-board systems can be enhanced using our unique technology-agnostic solutions.

Your desire to promote and develop our fleet business will be supported by our in-house R&D, software and project teams that allows us to adapt quickly to those new requirements that provide us the optimum mix of new revenue streams, securing long term relationships with existing clients and acquiring new asset customers.

Your knowledge of on-board fleet technology, systems and processes will allow you to quickly learn about what we offer, how we work and get to know the others in our fleet systems team who are here to make your time with us exciting and rewarding.

Main duties

- Create, develop and close sales opportunities
- To fully exploit the sales opportunities that exist within the sector through leveraging of existing relationships and developing new ones.

Requirements

- Previous business development experience in winning major on-vehicle rail projects
- Highly motivated, self-starter, able to set clear direction, working in cross-functional teams and on own initiative

- Proven track record of achieving new business targets and contributing significantly to business sales growth
- Clear focus on customers & proven ability to develop highly effective relationships at all levels
- Deep understanding and proven track record in sales of on-vehicle technology solutions to fleet operators
- Ability to solution sell & deliver added-value solutions by understanding business needs, issues, strategies & priorities
- Excellent communication, negotiation and influencing skills
- Ability to translate understanding of customer needs, issues, strategies and priorities to a compelling & influential customer proposition

Please direct any enquiries, CVs and covering letter to info@journeo.com