



Business Development Coordinator

Attractive Salary and Benefits Based: High Wycombe

About the Job

An exciting opportunity has arisen for a Business Development Coordinator to join Hansford Sensors Business Development & Sales team. You will be responsible for supporting business development within the company in national and international markets to ensure continued growth. This will be achieved by developing customer awareness of Hansford Sensors business's products and services and identifying new business partners and customers

Role Responsibilities:

Following up new business opportunities and coordinating sales meetings

Researching new markets to identify potential customers and opportunities for sales growth

Communicating new product developments to prospective clients

Overseeing the development of marketing literature to include market trends and developments

Providing sales support for distributors and agents in overseas offices with Hansford Sensors marketing materials

Organising exhibitions and trade fairs and proactively sourcing new opportunities for these in each territory

Writing reports & providing management with feedback including preparing powerpoint presentations.

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Background & Experience

- Previous experience in a Business Development or Marketing role with a background in a technical environment preferred.
- Excellent written and oral communication skills: listening, interpreting and responding to colleagues and customers.
- Excellent analytical skills and attention to detail.
- Knowledge of electronics and/or mechanics and their application desirable
- Strong relationships skills and an ability to work within a team
- Proactive approach and the ability to go the 'extra mile' to get the job done
- Great communication and sales skills more important than formal qualifications
- Educated to at least GCSE level as well as having some Sales and Marketing experience
- Excellent computer skills
- Current, clean UK driving licence is essential

Company Description

What we do

Hansford Sensors manufactures and supplies vibration measurement equipment to over 44 countries worldwide. Our equipment enables measurable improvements in the performance and efficiency of industrial plant by providing vibration diagnostics that support predictive and preventative maintenance on key equipment such as fans, pumps, motors and gearboxes. Our products include intrinsically safe accelerometers approved for use in Group I (Mining) and Group II (Petrochemical). We also supply multi-sensor switch boxes, vibration sensor modules, portable vibration meters, accessories for sensors, vibration condition monitoring protection systems and custom built vibration sensors.

If you are interested in this position, please apply by sending your cv and covering letter to HR@hansford.sensors.com.