

Business Development Manager

Everquip are the market leader in the manufacture of inspection pits for service, inspection, 6-weekly PMIs, and MOT testing as well as supplying vehicle servicing and testing equipment to the commercial vehicle aftermarket. Due to continued high demand we're expanding our team and seek a dynamic Business Development Manager to support our continued ambition and drive our growth.

Reporting to the UK Sales Director, your key areas of responsibility would be to:

- Develop and implement strategies to expand market share, identifying new business opportunities and fostering key relationships.
- Cultivate and maintain strong relationships with clients, understanding their needs and ensuring exceptional customer satisfaction.
- Possess / gain an in-depth knowledge of our product line, showcasing expertise in articulating features and benefits to potential clients.
- Conduct thorough market research to stay abreast of industry trends, competitor activities, and potential areas for expansion.
- Deliver and exceed sales targets, utilizing a consultative sales approach and providing tailored solutions to clients.

The ideal candidate would be able to demonstrate the following areas as a minimum:

- ✓ Proven track record in business development within the automotive or related industry.
- ✓ Strong understanding of commercial vehicle servicing and testing equipment.
- ✓ Excellent communication and negotiation skills.
- ✓ Ability to work independently and collaboratively within a team.
- ✓ Results-driven with a focus on exceeding targets.

For the right candidate we at Everquip offer:

- Competitive salary and commission structure.
- Opportunities for professional development and career growth.
- Engaging and collaborative work environment.

If you are a driven, results-oriented sales professional with a passion for new business development in the automotive sector, Everquip Garage Equipment welcomes your application. Please send your covering letter and CV to jack.cox@everquip.co.uk or [apply online](#).

We look forward to receiving your application and discussing how your contribution will help Everquip to shape the future of vehicle servicing and testing equipment.

Everquip Garage Equipment is an equal opportunity employer. We encourage applications from candidates of all backgrounds and experiences.