

## VACANCY – BUSINESS DEVELOPMENT MANAGER (AEROSPACE, DEFENCE & SECURITY)

---



**SALARY:** £60K - £75K p/a  
**HOURS:** 37hr p/w  
**LOCATION:** POYNTON, SK12 1NE  
**EXPERIENCE:** ESSENTIAL

We are currently looking to recruit an experienced Business Development Manager with ADS experience. This is a fantastic opportunity for proactive and hardworking individuals to join a busy and fast-paced team.

For this role you will need strong experience of working to, and achieving, sales targets, excellent knowledge of electronics / systems in ADS sectors, good knowledge of Microsoft Office to include Excel, Word, PowerPoint, and Outlook and a degree in a business/technical subject.

As a BDM you will be generating new sales leads, developing existing and new market sectors through business development initiatives, and following up leads that have been received directly.

You will need to conduct presentations to existing and potential customers, support exhibitions and events and ensure that sales targets are consistently met.

You will also need to manage the annual forecast, provide regular reports, and maintain and submit the action / status register.

We are looking for candidates with excellent communication and interpersonal skills who can successfully liaise with employees across different levels of the Company internally and externally. You should have strong levels of focus and self motivation with a positive attitude.

**A full job description is available on request.**

**The ability to achieve UK security clearance may be required for some roles.**

[Please apply via the STI website > Current Vacancies](#)