

Do you have an interest in electronics? Are you great at developing client relations? Do you pride yourself of being a multitasker?

4E are a leading electronics manufacturer supporting clients in developing and manufacturing ground-breaking technology products within highly regulatory sectors such as medical and defence. We work in partnership with visionary, dynamic companies, transforming their market opportunities into commercially successful products. We focus on building trustworthy partnerships with our clients. 'Delighted Clients' - Client satisfaction is at the heart of everything we do. We believe we offer more than just manufacturing to our clients and have many long-standing partners who benefit from continued support throughout the whole lifecycle of their products.

4E enjoys a culture of support, transparency and both personal and career development, encouraging creative thinking and empowering our team to be the best they can be. 4E understands that our team is a key factor in our success. We take pride in providing the highest quality which is reflective in our ISO 13485 accreditation.

The Business Development Executive

The candidate will lead all b2b development within the business and be responsible for developing and delivering sales & marketing growth strategies, winning new client contracts, building relationships with current clients and dealing with day-to-day sales activities.

The role reports directly to the Managing Director and will work closely in partnership with the General Manager.

Responsibilities:

- Devise and implement Business Growth Strategies.
- Generate new B2B leads through various channels.
- Develop business from existing and new clients.
- Reply to enquiries, attend to client and prospect calls, identifying suitable projects to pursue.
- Prepare proposals, quotations, contracts, and other sales documents.
- Establish and maintain communication / customer support to potential and existing clients.
- Ownership of commercial aspects of all contracts, including the negotiation of contract terms/pricing with all clients.
- Use of CRM system.
- Reporting of monthly KPIs.
- Delivery of agreed monthly, quarterly, and annual Sales Targets/forecasts.
- Capture client feedback / satisfaction / complaints and processed.
- Oversee Marketing / lead generation activity.

Skills & Abilities:

Essential

- An exceptional communicator.
- Experience working in contract electronics manufacturing.

JOB VACANCY



- Grounding in commercial contracts.
- Business development experience in a technical B2B environment.
- Self-starter that takes responsibility.
- Strategic thinker
- Strong negotiation skills
- Collaborative mindset.
- Ability to manage multiple projects.
- Keen to constantly learn and improve own skills.
- Familiar with CRM systems
- Familiarity of contract and commercial law.
- Detail focused and high standards.

Preferential

- Passionate about emerging tech and sustainability

Hours and Pay range:

- Job Type: Full-time, Permanent
- Salary: Up to £35k depending on skills and experience, Plus performance related bonus
- Key benefits – Onsite parking.
- Holiday – 4 weeks to start, 1 additional day per year of service to 25days, plus bank holidays
- Hours Mon – Fri 8:30 – 17:00
- Location office based (Alderbury) + travel.

If you think you have what it takes to join our team and the thought of working in a dynamic and growing business excites you, then we would love to hear from you!