



Export Business Development Manager

This is an exciting role with a successful company looking for an energetic and ambitious export manager. You will work with current clients and source new clients in the Northern European markets. You will work to realistic targets with support and feedback throughout the process. There is scope for a progressive career in this exciting company.

Essential Criteria

- Self motivated and be able to work on your own initiative
- Full driving licence
- Computer literate
- Have the ability to work to targets and time deadlines
- Highly motivated and driven, with strong attention to detail
- Positive outlook
- Excellent communication skills

Desirable Criteria

- Must have an understanding of agriculture and machinery e.g. worked/born on a farm
- Fluency in French language
- Good organisational skills
- Proven record of sales achievement in plant or machinery.

Main Duties

- Investigate new markets in selected Northern European markets
- Establish new customer relationships
- Undertake market visits
- Organising and attending events and trade shows
- Responsibility for the expansion and development of a dealer network.
- Contributing to and developing long-term marketing plans and strategies
- Meet goals and targets set by the company
- Any other duties which may fall within the general ambit of the post

Personal Qualities

In addition to satisfying the above eligibility criteria, applicants will also be expected to demonstrate the following competencies:

- Problem solving skills
- Ability to work as part of a team
- Good interpersonal skills
- Ability to communicate effectively with others both verbally and in writing
- Ability to show initiative and self-motivate