

Business Development Executive - Modular Structures

Business:

McGregor Structures is an innovative, design-driven enterprise headquartered in Hampshire, UK, with a business development team based in central Southampton. Specializing in creating cutting-edge modular structures, the company delivers a unique offer of high-performance designs combined with swift supply that supports the defence, manufacturing, and recycling sectors.

We aim to fuel continuous growth by expanding our reach throughout the UK to Europe and beyond, catering to a broad spectrum of clientele – from independent small and medium-sized enterprises to renowned multinational brands and the Ministry of Defence.

Candidate:

We are looking for a dynamic self-starter with a good work ethic, attention to detail, excellent communication skills, and a passion for delivering sales in an innovative manufacturing business.

The core activities of this role are to work with our commercial customer base and develop new relationships to deliver consistent high-value sales within a robust, structured sales process, typically from inbound leads through an established marketing process.

The ideal candidate will have experience in the sales cycle and should be confident in building new client relationships.

The business development team strongly focuses on developing skills through training and coaching. The team looks forward to working with ambitious people to make a difference in an innovative company.

Responsibilities:

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- Build relationships with prospective clients
- Understand client's needs and recommend relevant structures
- Priority management to focus effort on maximum impact tasks
- Work with the team to meet sales forecasts
- Sharing progress with the team

Requirements:

- Reasoning skills
- Strong communication and presentation skills
- Attention to detail
- Motivation with determination and a will to win
- Ability to adapt to fast-moving markets