

**POSITION:** Business Development Manager  
**SALARY:** Competitive  
**BENEFITS:** Company Pension, Car parking  
**HOURS:** 08:30 - 17:00  
**LOCATION:** Ipswich IP15AP

### **Join Our Team at Circad Design Limited!**

With over 25 years of experience, Circad Design Limited stands at the forefront of Electronic Assemblies, Design, and Manufacturing services in the UK. Our dedication lies in crafting bespoke electronic solutions, tailored to enhance product reliability and save our customers money.

#### **About Us:**

As the company continues its planned period of expansion an exciting new position is to be created within the expanding sales & Marketing Department. We pride ourselves on delivering top-tier electronic solutions to the UK market. Specializing in bespoke design and manufacturing, we strive to innovate and uphold the highest standards of quality in everything we do. As part of our strategic expansion, we are thrilled to announce a new opening in our Sales and Marketing Department. We are seeking a talented individual to join our team as a Business Development Accounts Manager.

#### **Job Description:**

We are seeking a dynamic Business Development Manager with a robust background in the Electronic Contract Manufacturing market. The successful candidate will showcase detailed technical knowledge and a proven track record of selling and quoting PCB Assembly and associated services within the UK market.

#### **Key Responsibilities:**

- Cultivate and strengthen relationships with existing clients.
- Identify and pursue new business opportunities aligned with our capabilities.
- Achieve KPI's targets and contribute to the company's growth.
- Explore new advertising opportunities.
- Manage and nurture website and social media accounts.
- Demonstrate a good understanding of electronics components.
- Prepare quotes for product assemblies.
- Possess excellent communication skills.
- Conduct meetings with new and existing customers.
- Supporting Our customers with day to day enquiries and feeding this back to the team
- Supporting the management team in the development of new sales to support the projected growth.
- Keeping customer accounts up to date, Informed and on time.
- Following up with development enquiries with current and existing customers.

#### **Qualifications and Experience:**

- Minimum of 2 years of experience in business development, specifically in the Electronic Contract Manufacturing market.
- Strong technical knowledge of PCB Assembly and related services.
- Strong PC Skills
- Ability to adapt and overcome solve problems

#### **Licence/Certification:**

Driving Licence (required)

#### **Work Schedule:**

Monday to Friday

**How to Apply:** If you meet the qualifications and are enthusiastic about contributing to our growth, please submit your resume and a cover letter to [info@circad.co.uk](mailto:info@circad.co.uk). Include "Business Development Manager Application" in the subject

line.