

Job Specification for: **Business Development Engineer**

To apply for this post please email your CV to Michael Jennings at [hr@westernautomation.com](mailto:hr@westernautomation.com) quoting the job title above.

Main Responsibilities

- Identify and secure new business opportunities
- Devise a sales strategy for potential customers
- Achieve/Exceed Sales targets in line with WA sales strategy
- Create and sustain a solid pipeline of opportunities – self generated
- Gain Market knowledge – become an expert on the global switchgear industry
- Identify potential opportunities in other industries for WA technology
- Understand WA technology offering
- Leverage Western Automation IP
- Make proposals to WA management on Business Development Opportunities

Qualifications / Experience / Skills / Attributes

- A minimum of 5 year experience in a Global Business Development role
- Qualified to degree level in an Mechanical/Electronics engineering
- Ability to close the sales
- Excellent presentation skills
- Proven track record in generating new sales
- Commercial
- Experience in the switch gear industry would be an advantage
- Excellent communication skills