



## ***Technical Business Development Co-Ordinator***

**Salary dependant on skills and experience – applications should include a covering letter detailing why you are suitable for this role.**

An exciting opportunity has arisen for a Technical Business Development Co-ordinator to join the Hansford Sensors team based in High Wycombe.

Reporting to the Managing Director, you will be responsible for supporting business development in both national and international markets by promoting Hansford Sensors products and services and identifying new business partners and customers.

We are looking for a confident, self-motivated and organised individual who can establish and maintain strong client relationships. You will be enthusiastic with plenty of technical sales and business development experience.

### **Role Responsibilities**

- Provide a high standard of technical sales support for distributors and agents in overseas offices
- Research new markets to identify potential customers and opportunities for sales growth
- Follow up new business opportunities and maintain strong client relationships
- Regular communication with our international sales offices and distributors
- Promote and sell new products to customers
- Support the Sales Support team with advice on technical sales queries to ensure the best products are recommended to customers
- Communicate new technical product developments to prospective clients

### **To be successful in your application you will have:-**

- Knowledge of electronics and/or mechanics and their application required to give technical support with orders and enquires
- Previous sales and international business development experience in a technical environment
- Pro-active approach and the ability to go the “extra mile” to get the job done
- Excellent communication skills, verbal and written
- Excellent presentation skills
- Computer literate with excellent Excel and PowerPoint skills
- Ability to work under pressure and deliver to deadlines with a high level of accuracy
- Drive and determination to further your understanding of the industry
- Current clean UK driving license is essential