



Business Development Manager

Job description

At Triteq we have an exciting new role of Business Development Manager to build upon Triteq's successful client base, bringing in new opportunities and projects to the business. Based across our head office in the Thames Valley and our Oxford site this is an excellent opportunity for someone with a technical engineering background who wants to get involved in making products happen.

Triteq is a product design and development consultancy at the forefront of technology, developing innovative ideas through user centred design, working in the medical device, consumer, energy, and environment markets.

We need a talented individual who is passionate about innovation, developing new ideas and medical device technology. Our brilliant and talented team deliver outstanding product design consultancy and specialise in research, regulatory consultancy, embedded software and mobile applications, electronics, mechanical engineering and developing prototypes for our customers through to CE marking and FDA approval.

The Role

This role provides the opportunity to develop within our business and would suit an ambitious individual looking to bring their strategic influence and character to the world of user centred product design. If you are someone who enjoys exceeding expectations, is driven, has a great personality and are passionate to achieve our mission "making products happen" and make a real difference in the world, you are just what we need to join the Triteq Tribe. We are seeking a proactive sales manager who enjoys engaging new clients, attending events and building strong relationships around the UK and overseas.

Essential skills and experience:

- An experienced and enthusiastic strategic sales manager within a services industry (5 years+)
- Degree in engineering (electronic and/or software) or extensive experience
- Track record of building a strong sales pipeline
- Proven ability to meet and exceed sales targets and KPIs
- Ability to promote the companies design services and identify and engage new clients
- Experience preparing project proposals, tenders and funding applications
- An interest in new and advancing technology
- Excellent communication skills and IT fluency



- A real team player who can work well within the Triteq Tribe
- Commercial understanding and ability to discuss and negotiate our proposal terms with different types of customers
- Ability to hold an audience and present Triteq's skills and vision at awards and conferences
- Excellent time management, organisation and attention to detail

Desirable:

- Knowledge of the medical device or device development industry
- Understanding of the device development process
- Interest or existing knowledge of the applicable regulatory standards
- Experience working with Universities and industry networks
- Experience developing and supporting a team

Benefits

- Innovative, collaborative, and challenging environment
- Competitive salary
- 25 days holiday per annum
- Main office Two mins walk from Hungerford station & 10 mins drive from junction 14, M4, and Oxford Office
- Free on-site parking
- Team events and inclusive, collaborative environment

Please apply with a CV, covering letter and portfolio to employment@triteq.com

For UK based positions, all candidates must have proof of eligibility to work in the UK.

If you are a recruiter

Please note that we don't accept unsolicited applications or CVs from third-party recruiters. Anything submitted to Triteq by a third-party will be considered to be unsolicited and our property, without further obligation.

Triteq promotes equal opportunities in recruitment, selection, and training for all employees. Inviting the right people to join us at the right time, for the right roles, is fundamental to our success and to achieving our clear mission of exceeding client expectations and delivering excellent projects.