

Business Development Executive

Location: South / South East Territory

Candidates must live within one hour of our Reading, Berkshire Office

Industry: Contract and Permanent Recruitment - Engineering and Manufacturing

Highly Competitive Basic Salary £25k - £40k

Excellent commission schemes (Staff employed in similar positions are earning salaries up to £100k in their 2nd to 3rd years of employment)

Personalised Incentive and Benefits Schemes

21 days holiday rising to 25 days plus all public bank holidays

Your birthday is a bonus day holiday

After qualifying period 4% of basic salary paid into personal pension scheme

Company pension contributions increased to 10% with length of service

Childcare Vouchers

Corporate membership to a number of large discount stores

Free Parking

Company Profile

Orion Electrotech is a privately owned engineering and technical business that has been established since 1996. We are currently operating from 2 offices based in Reading and Aylesbury throughout this period we have become recognised as one of the industries leading suppliers of contract and permanent staff within the technical and engineering market sectors.

Following the outstanding success and growth of approx 60% last year we are now looking to strengthen our core engineering recruitment teams in Manufacturing, Electronics, Aerospace, Defence, Automation and Medical. Orion Electrotech are confident that the 2011 financial year will present a number of potentially lucrative long term opportunities for us as a business and we firmly believe that there is no better time to strengthen our Business Development team and secure our future success.

Job Specification

The role of Business Development Executive will suit someone who already has a proven sales background within an engineering, manufacturing or technical market sector. It is likely that the appointed individual will be looking to break into a new, dynamic and financially rewarding industry sector but still have the option to draw upon the experience and knowledge they have acquired with past employers. The appointed candidate will definitely be looking to exploit their sales talent, drive and ambition and reap the financial rewards that are available.

The Business Development Executive will be responsible for their own telesales including booking client visits and maintaining regular service calls and account development. Most importantly we expect our Business Development Executive to be visiting between 6 ó 10 clients per week, these will be a mixture of new and existing accounts and contacts. Good diary managements and sales planning skills are essential in achieving the above. You will be targeting and penetrating account sizes that differ substantially in financial value ranging from small independent owned businesses to major accounts spending multi-millions per annum.

Regardless of the candidates background they must be able to demonstrate that they have a genuine hunger to succeed in what is a highly competitive industry. They will most definitely have to be a good team player and be able to forge effective working relationships internally as they will be working with and relying upon our own recruitment, account management and admin support staff to ensure that their clients and candidates business needs are serviced.

Industry Sectors

Reading Office:

Engineering, Manufacturing, Electronics, Rail, Aerospace, Automation, Process, Medical, Automotive, Energy, Power Generation and Telecommunications

To apply for position please email your CV to careers@orion-group.co.uk