



Job Opening

Job Title	Business Development Manager
Job Types	Full-time, Permanent
Location	Sci-tech Daresbury, Liverpool
Working Hours	9-5 Monday to Friday
Reports to	CEO
Remuneration	Market rate + Bonus + Share Option (qualification required)

Application Closing date: 31 July 2023

Job Description

Robotiz3d is a fast-growing start-up working on revolutionising the road maintenance sector through a combination of robotics, data analytics and artificial intelligence. We build advanced detection and repair systems embedded in autonomous robotic platforms to address the expanding need for automated road maintenance. In addition to reducing risks to maintenance crews, time and cost of repair, our bespoke AI platform can also predict road conditions, thus facilitating the advancement from reactive to preventative road maintenance.

We are looking for a Business Development Manager to lead on our market strategy to deliver revenue growth, both in the UK and overseas.

If you are passionate about promoting technology for good, and have a desire to work in a fast-paced start-up environment, send us your CV. We would love to hear from you.

Role description

As Business Development Manager, you will be responsible for identifying new business opportunities, developing contacts, and fostering relationships to drive business growth. You will help design and enhance the Company's marketing activities and lead the development of B2B business development tools.

Your work will involve strategic planning and implementation in the target markets. You will oversee growth projects, making sales projections and assisting the company to achieve its revenue and profit goals.

You will work with customers to understand their needs and wants, developing and presenting mutually beneficial proposals, and communicate effectively with all stakeholders. You will research, collect, and feedback market information such as customer requirements, competitor offerings, and regulatory changes and updates.

You will assist in the development of a future sales team that includes both technical sales and engineering support.



Requirements and skills

- Proven experience as a Business Development Manager
- Experience in strategy formation, sales forecasting and campaigns
- Understanding of the sales cycle of a technology or software solution
- Excellent communication, negotiation, and interpersonal skills
- Goal driven.