

Job Position: Business Development Manager – Rental/Leasing

Overview

We are TRACKER / CalAmp, the pure-play pioneering leader of the Connected Car, Connected Truck and broader Internet of Things (IoT) marketplace. Currently, we are seeking a Business Development Manager with previous rental/leasing experience. This is an exciting opportunity for those who wish to work for a stable, well-established company that builds transformational technologies within the revolutionary domain of IoT.

National Position: competitive salary, car allowance and benefits

Responsibilities

- Creating, building and developing new, effective working relationship with rental/leasing companies throughout the UK, to introduce the full benefits of our company's leading-edge fleet and stolen vehicle recovery & telematics solutions.
- Execute a strategic plan to achieve sales targets and expand our customer base within the sector.
- Keeping abreast of trends and market conditions to provide strategic input to the senior team but also planning and managing the full relationship between the business and rental/leasing clients.
- Working with product design and application, logistics, sales support, and marketing.

Requirements

- Ambitious and driven hunter who is motivated by achieving customer satisfaction and exceeding goals.
- At least 5 yrs. experience within the fleet leasing/rental sector with solution selling experience to fully understand potential clients' businesses and to build relationships with key stakeholders for mutual business gain. He/She may have been working for a rental/leasing company in a key role
- Excellent people and communication skills, determination, fortitude, and an ability to successfully influence and inspire others or gain consensus.
- With a proven in problem-solving skills and can devise and implement strategies to benefit both the company and our clients.
- Proficiency with Microsoft Office suite (Excel, Word, PowerPoint, Outlook).
- Driving new business opportunities.
- Maximising client business opportunities.
- Developing client solution programmes leveraging on the potential return on the investment.
- Managing budgets.