

## **Job Position: Business Development Manager – Automotive**

### **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 automotive 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.

**Territory Based Covering Northern & Central England:** competitive salary, car allowance and benefits

### **Responsibilities**

- Creating, building and developing new, effective working relationship with automotive dealers and dealership groups, 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 automotive industry.
- 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 automotive 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 automotive industry with solution selling experience to fully understand potential clients' businesses and to build relationships with key stakeholders for mutual business gain.
- 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.