



Business Development Manager Minchinhampton, UK

We are looking for an experienced Business Development Manager to join the team at Topcon. They will have responsibility for retrofit business, seeking new opportunities as well as maintaining existing relationships with existing customers. They will be the interface between Topcon and the customers. The role is based in Minchinhampton but will require significant travel as part of the duties.

Duties and Responsibilities

- Manage business development activities for the retrofit market.
- Understand the solutions available and be able to explain products proficiently to meet the clients' requirements and deliver technical sales presentations and product demonstrations at customer business location or via online remote meetings.
- Develop customer proposals and negotiate terms of sale and service agreements.
- Accountable for the sales performance and for achieving revenue, profit and agreed KPI targets.
- Develop and maintain strategic relationships with existing customers and industry contacts, also identify and target new business opportunities and prospective customers.
- Seek new opportunities within Topcon dealer network to sell either directly or via dealers.
- Monitor market developments and provide competitive analysis.
- Represent Topcon at key events and provide sector guidance for marketing and event planning.
- Managing delivery of products to customers to include training, documentation, promotional material, etc.

Knowledge, Skills & Experience

- Strong business development and sales experience gained from a similar sector.
- Degree in an engineering, technology or construction discipline with a Business aspect or equivalent work experience.
- Account management aptitude and skills are a must combined with technical knowledge.
- Consultative, collaborative and strategic sales knowledge with the ability to offer pro-active and creative solutions to customer and internal requirements.
- Strong knowledge of markets served by Topcon.
- Strong customer/partner facing communication skills.
- Excellent organisation skills, with the ability to manage several projects simultaneously, ensuring quality, deadlines and expectations are met.

From construction to agriculture we are transforming the way companies are doing business. We are headquartered in Livermore, California USA with our European head offices in Capelle a/d iJssel, the Netherlands ([topconpositioning.eu](https://www.topconpositioning.eu)). Topcon Positioning Group designs, manufactures and distributes precise positioning products and solutions for the global surveying, construction, agriculture, civil engineering, BIM, mapping and GIS, asset management and mobile control markets. Its brands include Topcon Sokkia, Tierra, Digi-Star, RDS Technology and NORAC.

See how we are changing things: <https://www.youtube.com/user/TopconToday>

If you are interested in this role, please apply via our career sites, <https://international-topcon.icims.com>.