Person specification  
Job title: Head of Business Development Sales & Support

R0-1 15 February 2022

Education and experience

|  | Essential | Desirable |
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| Diploma; bachelor or master’s degree in mechanical engineering or relevant engineering / science discipline; | X |  |
| A substantial track record of business development experience; | X |  |
| Commercial awareness of the equipment sector and a strong aptitude for business development; | X |  |
| Experience of operating in international markets; |  | X |
| Experience and evidence of project management including directing projects with cross-functional teams; | X |  |
| Proven ability to hit targets and generate leads; | X |  |
| Able to interpret and analysis data; | X |  |
| Experience of managing budgets and resources. | X |  |
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Personal characteristics

|  | Essential | Desirable |
| --- | --- | --- |
| Able to demonstrate leadership skills with a track record of critical thinking and problem solving abilities; | X |  |
| Strong organisational skills - Skilled in planning in the short and long term, and managing changing priorities showing an ability to make well informed decisions under pressure; | X |  |
| Ability to work independently, take the initiative, find solutions and proactively drive progress; | X |  |
| Excellent communications skills, written and verbal; | X |  |
| Resilient, highly motivated, with the ability to stay calm under pressure; | X |  |
| High levels of professional pride and attention to detail; | X |  |
| Confident and articulate with the credibility to persuade, influence and be diplomatic. | X |  |