



Job title: Business Development Manager x4 – Robotics and Surveying Technologies

Permanent, Full-time role. €50k basic + commission. Starting Q2 2021

Locations (one role per location, flexible hours, homeworking):

- Monaghan, Ireland
- Madrid, Spain
- Netherlands (exact location tbc, likely Utrecht)
- India (exact location tbc)

Overview

Do you come from surveying equipment or robotics background, have experience in geospatial, or a successful sales professional enthused by technology & keen on a career in surveying or robotics? €50k+ package, great benefits.

A dedicated sales position in a growing company, the role would suit a thoughtful sales person looking to start and build a team as we mature.

The company

We are a quickly growing sensor solutions & surveying equipment supplier, at the forefront of technological deployment in robotics, autonomous vehicles, surveying and sensing. We are primarily a distributor, but in 2021 we are expanding our technical capability and developing our own systems and services.

Products include GNSS, mobile mapping, robot vehicles and arms, 3D lidar, drones, survey & scanning products. These capital equipment products range in price from a few hundred pounds, to €100k+

A young company based in the UK, we are the (UK or European) partner for many premium technology brands, including Ouster, Kaarta, Smartmicro, Clearpath Robotics, and Inspired Flight, so average order values are typically ~€15k.

The role

We are looking for a technically capable Business Development Manager to join our small friendly team. The successful Business Development Manager will be selling a broad range of robotic and survey solutions.

The basis of this role is processing the request for quotations (RFQ) submitted by our customers, interpreting and understanding their needs in order to connect and introduce them to the right products, subsequently managing the relationship. You'll have the capability to confidently discuss with the customers their specific requirements.



The role will be the lead on our sales and CRM processes, and encouraged to have input and involvement in marketing activities (both online and face to face). There will also likely be tender opportunities, which are more complex but much higher in value.

A key element of this role is effective communication and building relationships – so you will be spending a fair amount of time on the phone, or other communication channels such as email.

You will be selling to universities, startups, commercial sector, Government, the defence sector, marine and archaeology.

The role will start as 'new business', with the role holder expected to make a flying start in sales, supported by a team in the UK, CRM, online marketing, and a steady stream of new leads, a wide variety of complimentary products to sell and a tuned marketing machine to help develop new prospects.

The successful candidate

The ideal Business Development Manager will be working in the robotics or geospatial market, with at 5 years of experience of technical sales, with a positive, engaging, sales-led attitude.

Training is offered (directly and through the suppliers we represent), but if you have a technology/construction software background, or you've sold technical equipment, or have sold & demonstrated products in any of the following; robotics, lidar, construction, utilities, BIM, Highways, Government, defence and security, aerospace, marine and archaeology, or engineering sectors, then that would be great.

You will be motivated and enthusiastic, with a flexible, can do attitude, and be presentable. You will have a desire to succeed within a sales environment, and have experience working with a CRM. You will be able to show progression in your career & be a strong presenter.

Finally, you must understand the concept of spatial awareness, and be willing to learn in an ever evolving technology-led environment.

Remuneration (additional benefits vary depending on territory)

€50,000 Basic salary + commission

28 days holiday, plus 8 statutory days and extra week off at Christmas

4% Company pension contribution, 3% from the employee