



Business Development Manager

For the last 40 years, SF has been delivering advanced food production line solutions, equipment and after-sales care to the global food industry. Today we employ 120 people across two production sites and have designed, manufactured and installed food production line solutions for major blue chip food producers in 63 countries.

SF is proud to have a history of sustained growth and expansion. Our customer base extends across Australia, South Africa, the Middle East, Europe and North America and we are continuing to expand into new markets every year. We believe the key to our success can be attributed to our employees who share our passion to succeed.

As part of the next stage of our development we are recruiting for a senior sales role with a focus on generating additional growth. The successful candidate will have a passion for sales and business development in a technical environment. This is an exciting opportunity to be part of the SF journey and to build your career with a high growth, food production line solutions and capital equipment business.

SF have a strong emphasis on team ethos and positive motivational culture. Our employee's success is our success. We offer our employees exciting challenges working at the leading edge of food processing technologies and opportunities for career advancement in a dynamic international environment.

JOB PURPOSE:

- To lead the SF market development strategy in a defined region
- To manage and develop professional and proactive relationships with all customers in target markets
- To research, identify and target new sales in line with the agreed business strategy and plans.
- To utilise market development and value selling best practice
- Focus on lead generation and qualification. Leverage proposals and solution development team expertise to maximise customer confidence.
- Act as a point of escalation to ensure the correct level of customer focus / service is achieved.
- Provide detailed market intelligence including competitor activity and market trends to support business development

KNOWLEDGE, SKILLS, EXPERIENCE:

- 5 years' experience in capital equipment or engineering solution sales
- History of successful business development into a manufacturing environment (food processing experience an advantage)
- Ability to read CAD drawings and understand factory processes and efficiency drivers
- Strong Negotiation skills
- Degree or equivalent experience

BENEFITS:

- Competitive base salary depending on experience
- Car, laptop, phone
- Exciting commission structure that rewards success in the field