



**WE ARE  
INVISIBLE.**



**YOU ARE NOT!**

*FUCHS is the world's largest independent supplier of innovative lubrication solutions, covering almost every industry and application. Our products and solutions keep the world moving even though they are not always visible. What matters is that each of our over 6,000 employees in over 50 countries is visible – their entrepreneurial spirit, ideas, and skills are the foundation of our global business. Come be seen at FUCHS by joining us as:*

## **Business Development Manager – Industrial Division**

A fantastic career opportunity has arisen for a Business Development Manager to join the Industrial team. Working to achieve defined sales growth targets in nominated markets, this role will primarily be measured on the ability to identify, develop and deliver profitable new sales and the retention of existing business.

### **Your areas of responsibility:**

The role is primarily Business Development with some existing account and market management, targeting sales to focus markets, identifying and prioritising opportunities and activities accordingly. You will develop and deliver sales proposals to customers, using your consultative sales techniques to form long-term business relationships with key decision-makers. As Business Development Manager you will manage the sales process and implement plans to increase clients' usage of the company's range of specialised lubricants

Working closely with the Head of Business Development and in cooperation with an established and experienced team of Geographical Territory Sales Managers, this role requires an individual capable of:

- Developing and executing sales strategies to achieve revenue growth targets. Reviewing, analysing and understanding new business opportunities and then planning, prioritising and implementing accordingly.
- Responsible for developing the company's Industrial and Speciality Product Range within the UK, in collaboration with the FUCHS Global Market Managers. A wide and varied industry focus, with segments including aerospace and automotive component manufacture and heavy industry and process manufacturing.
- Increasing market share and sales through building and maintaining strong relationships with key decision-makers in target organisations to understand their business needs and to position the company as a solution provider.
- Create business plan: Ability to project manage complex business opportunities, involving multi-site operations, with the capability to write, deliver and present sales proposals.
- Maintaining a high level of technical knowledge in respect of key products and processes.
- Conduct market research to identify potential clients, competitors and new opportunities.
- Collaborate with internal teams, working with Product Management, Marketing and R&D to develop product and service offering in line with market requirements.

## The Ideal Candidate:

The successful candidate for the role of Business Development Manager will have experience of working with a wide variety of manufacturing and process engineering customers, with a focus on future markets and selling based on sound technical analysis of the customers' needs. Travel within the UK is required, which may require nights spent away from home.

Candidates with excellent Sales and Business Development skills including solutions and consultative selling experience are essential.

Already selling into the industrial and manufacturing marketplace, with in depth technical and applications knowledge in a variety of markets

- Strong candidates will be self-motivated and driven with high levels of tenacity and will be committed to delivering outstanding results.
- Should be able to demonstrate how they have achieved profitable sales growth through selling high-quality technical solutions. Ideally, you will have a good understanding of lubricants and metal working fluids, although candidates from other backgrounds will also be considered.
- The role demands excellent organisational and time management skills.
- Preferably educated to degree standard in engineering or technical field.
- Computer literacy and numeracy skills are a pre-requisite, with the ability to create sales proposals and to deliver professional customer presentations.
- You should possess excellent communication and interpersonal skills which enable you to build and maintain relationships at a variety of levels with key decision-makers.

## Our Benefits:

- Competitive salary and uncapped bonus scheme.
- Car Allowance.
- Holiday Entitlement above Statutory.
- Defined Contribution Pension Scheme.
- Discounted private medical cover
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment

## How to Apply:

If you would like to apply for the role, please send your full, up-to-date CV to Susanne McClurg, [susanne.mcclurg@fuchs.com](mailto:susanne.mcclurg@fuchs.com)

Come be seen at FUCHS – join our team and move the world with us!  
<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

**MOVING YOUR WORLD**

