

Job Description

Job Title	Business Development Director Motorsports
Reporting to	Group Commercial Director
Direct Reports	Up to 3 Direct Reports
Scope of the role	Responsible for overall leadership, strategy, and deliverables of the Bremsen Technik Motorsport team.
<p>Purpose</p> <p>Bremsen Technik Motorsports are industry leading experts in high performance and race braking products. The Business Development Director will build upon this expertise to further develop sales and global presence through existing and new clients internationally in line with the overall commercial strategy.</p>	
<p>Key Accountabilities</p> <ul style="list-style-type: none"> • To develop and implement commercial strategies for Bremsen Technik Motorsport in line with overall company goals and objectives to accelerate growth. • Set, maintain, and deliver challenging forecast for Motorsport and ensure timely monthly report to the Group Commercial Director and Board. • Lead, develop and motivate the Motorsport team, providing insight, direction, and guidance. Ensure they are set clear and measurable objectives and ensure they are supported to achieve these. • Work with Group Commercial Director and marketing teams on brand positioning using targeted marketing strategies. • Build and execute country specific sales strategies and processes. • Identify new opportunities for Motorsports and investigate and pursue expansion into new markets and segments in particular USA and Asia. • Keep the relevant reporting and software systems up to date. • Represent the Company at international trade shows, expo's and industry related events. 	
<p>Qualifications</p> <ul style="list-style-type: none"> • Educated to degree level in relevant technical subject • Sales or marketing qualification (desirable) 	
<p>Technical Skills/Experience</p> <ul style="list-style-type: none"> • Previous experience in a technical automotive commercial role with international experience. • Proven ability to develop business development strategies and deliver profitable sales in existing and new customer channels. • Proven track record of building and leading a high performing customer focussed sales team. • Excellent commercial knowledge, strong forecasting, and reporting capability. 	

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- Passion for selling and relationship building.
- Proficient IT skills in MS Office and CRM systems.
- Ability to travel internationally.

Key Competencies

- Takes initiative and accountability for own actions to proactively deliver what is required
- Demonstrates flexibility and adaptability to change
- Identifies and commits to personal development goals and continuous improvement
- Strong communication skills with the confidence to interact with internal and external stakeholders across the business
- Maintains a positive attitude and a strong sense of opportunity during times of turbulence
- When faced with ambiguity, finds solutions and ways to move forward.
- Clearly assess problems, analysing the options to find solutions
- Proven ability to consistently meet deadlines and deliver under pressure
- Demonstrates critical thinking and ability to analyse and challenge information
- Demonstrates organisation and prioritisation skills in managing volume and variety of work