

Job Description



Position Title New Business Manager
Department Managing Director

Hours Monday to Thursday 08.30 – 17.00
Friday 08.30 – 16.15
Flexible mindset to work additional hours depending on workload

About ASL:

ASL is an ever-growing international company specialising in the support of legacy equipment across the military and defence product range.

We operate from four sites within the Surrey and Sussex Area and have international offices in our key market areas.

Our purpose is keeping things moving to save lives and protect what matters. We live by the philosophy of 'Never a problem, always a solution'.

The Role:

We are looking for an experienced 'New Business Manager' to identifying new opportunities for growth in current and prospective markets.

Key Responsibilities:

- Assessing and identifying new opportunities for growth in current and prospective markets
- Contacting potential clients to establish rapport and arrange presentations and meetings to promote products and capabilities
- Planning and overseeing new marketing initiatives
- Working with the Business Development Manager and Customer Account Managers to increase the value of current customers' sales orders while attracting new customers
- Attend and represent the company at conferences, trade shows and industry events within the UK and Overseas
- Identify trends and customer needs, building sales pipeline for short / medium / long term in accordance with targets
- Developing and responding to tenders and RFPs, preparing quotations and proposals for customers and End Users
- Developing Goals and Objectives that align with the overall company growth strategy
- Assist in the training of personnel and helping team members in the understanding of supported platforms, products and capabilities
- Gather, analyse, and interpret external and internal data to provide reports to the management team and internal stakeholders
- Negotiating new contracts with suppliers or customers on behalf of the company

Requirements:

- Proven experience in sales, marketing or business development role
- Ability to flourish with minimal guidance, be proactive and handle uncertainty

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- Thorough understanding of diverse business processes and strategy development
- Good understanding of researching relevant markets and analysing data
- Outstanding communication and interpersonal abilities
- Excellent time management and organisational skills
- Ability to manage complex projects and multi-task
- Possess and ability to demonstrate leadership skills
- Proficient in Office suite including Teams
- Strong IT skills and ability to learn new software
- Have a positive and can do attitude