

Business Development Manager / Director – Maddison Product Design – West Sussex Remuneration dependent on capability & experience

About Maddison:

Maddison is a leading, creative product design consultancy with a thirty-year track record of developing innovative products. We work with companies ranging from University spin-outs to global corporations, specialising in healthcare and scientific products but also working in industrial and consumer markets. Maddison has a friendly atmosphere with a mix of industrial designers and engineers, working in a collaborative and exciting environment.

The role:

We are seeking a Business Development Manager / Director to join our talented team of designers and engineers, working on exciting new technology in the medical and scientific space. The Maddison consultancy continues to grow, and we are looking for somebody to drive forward our business plan, targeting a range of new and existing contacts.

Who are we looking for?

We need someone with passion and drive, to develop new business and existing relationships. Although the role will involve travel, Maddison is based in West Sussex and a considerable amount of time will be spent there with the design team and senior management. A sound knowledge of the design development industry is essential, and the successful candidate is likely to have come from a design or engineering background. Experience or knowledge of medical / scientific technology would be an advantage.

Key responsibilities:

- Identifying new prospective clients and unearthing new business opportunities
- Building/developing existing client relationships and identifying opportunities for repeat business
- Continuing to develop our sales pipeline and strategy
- Working alongside our designers and engineers to prepare proposals
- Pitching to clients
- Keeping up-to-date with industry trends and the market
- Attending industry and networking events
- Liaising with clients throughout project delivery

CV, including portfolios, should be emailed to Jo Trew at jo.trew@maddison.co.uk. All information will be treated confidentially. www.maddison.co.uk