

Job Description

POSITION DESCRIPTION

Title:	Business Development Manager (BDM) – Europe and Middle East
Division:	Thordon Bearings Inc.
Department:	Commercial Dept.
Reports To:	Sales Director
Date:	Sept 11 th , 2020

Position Purpose and Objectives

The BDM, based in Europe and reporting directly to the Sales Director, will be responsible for sales growth of the Thordon marine portfolio focusing on ship owners based in Europe and the Middle East. This will involve developing relationships with ship owners at various levels with an emphasis on executives and senior level decision makers. Must influence ship owners to select Thordon marine products for new builds and conversions.

Duties and Responsibilities

- Lead company efforts to develop long term sustainable business with ship owners by developing relationships at a senior level and driving demand through this channel.
- Develop strong expertise of how to sell all marine product offerings from Thordon
- Increase sales volume and market share of Thordon Products.
- Track all calls and opportunities in Thordon's CRM system
- Develop and deliver project proposals for marine bearing system packages working with naval architects, OEM's, shipyards and Class Societies.
- Keep the Regional Manager for Europe and the Sales Director informed of business activities as required
- Communicate and partner with our marine distributors to reach sales objectives
- Provide weekly call reports and synopsis of activity
- Train, support and coach distributor personnel on selling marine products
- Manage projects and support current accounts
- Implement strategic plan as defined annually
- Develop and present Thordon product training programs to end users and distributors
- Other tasks as assigned

Territory Definition

- Europe and Middle East and as directed by the Sales Director

Knowledge, Skills and Abilities Required

- Able to initiate and develop senior level relationships with ship-owners
- Ability to speak effectively to customers and/or employees of organization
- Ability to solve practical problems
- Ability to work under pressure
- Ability to work independently
- Ability to perform multiple tasks.
- Computer literate – Microsoft Word, Excel, Database application
- Strong organizational skills
- Strong time management skills

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- Must be a team player
- Requires good judgment and a professional demeanor

Physical Demands

While performing the duties of this job the employee is regularly required to sit, stand, walk, and talk or hear. This employee is also subjected to daily computer use. This employee is also required to travel approx. 50%, sometimes greater, as required including overnight and frequent extended hours.

Working Conditions

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. While performing the duties of this job the employee is subjected to outdoor conditions, noise or other industrial hazards while visiting clients in shipyards or industrial sites and the employee is occasionally subjected to the conditions of an office environment. The noise level in the work environment is usually low or moderate.

Shipyards visits will be required periodically where the health and safety practices of the shipyard and full use of PPE must be adhered to at all times.

Minimum Qualifications

Minimum 5 years technical sales experience
Must be able to live and work in Europe without sponsorship
Must be able to speak English fluently
Strong written and verbal communication skills in English
Be able to make presentations in English in a business setting
Distributor management experience an asset
Marine experience an asset
Knowledge of water lubricated propulsion systems would be a definite asset
Must be able to travel as required to accomplish duties. Approx. 50% including frequent overnight and extended hours
Blueprint reading ability a must

Education

Post-secondary technical or commercial degree required
Degree in Mechanical Engineering preferred

Competencies Required for Success

Competent in required job skills and knowledge
Keeps others adequately informed
Resolves problems in early stages
Works well in group problem solving situations
Exhibits sound and accurate judgment
Includes appropriate people in decision-making process
Adapts to change in the work environment
Accepts criticism and feedback
Prioritizes and plans work activities
Uses time efficiently
Reacts well under pressure