

<b>Title:</b>	<b>Business Development Manager</b>
<b>Location:</b>	Chalgrove, South East Oxfordshire
<b>Salary:</b>	£27 - £32,000. (+bonus scheme)
<b>Usual Hours:</b>	9.00am – 5pm (half day Fridays)
<b>Holiday:</b>	5 weeks

Swale Technologies are looking to hire an affable “all-rounder”, able to pro-actively promote our product range, provide scientific / technical support to our varied customer base in the marine science, environmental, renewable energy and surveying sectors. This role would suit a candidate who is looking to progress their career in a diverse and interesting field and will be integral to our ambitious growth plans. Whilst primarily being office based, there is the opportunity to travel domestically and overseas to support marketing campaigns and trade shows. It is expected that they will eventually become key to the running of the business, with commensurate earnings.

**Job Functions:**

We are a small company looking to grow and the successful candidate would grow with us. Therefore the role entails a variety of responsibilities, including:

- Pro-actively promoting products to customers.
- Responding to enquiries and compiling quotations & tenders.
- Providing basic technical support.
- Attending trade shows & conferences (including physical set-up of the stand).
- Marketing (including website & social media administration).
- Liaising with suppliers’ technical & scientific assistance.
- Handling of shipments and other administration.

**Requirements:**

The role would ideally suit someone with natural or life science qualifications, who is interested in working in the commercial world. Or an experienced sales person who can demonstrate an ability to grasp scientific and technical concepts. They should have the following qualities:

- Degree (or equivalent), ideally in Natural or Life Science subject or similar.
- Self Motivation, Curiosity and Enthusiasm.
- Ability to problem solve.
- Ability to travel when required.
- Excellent written and spoken English. (other languages a bonus).
- Good arithmetic.
- Computer literate (Microsoft Windows and Office software).
- UK Driving licence.
- Sense of humour, general knowledge and a positive outlook on life.
- Perform any other duties as reasonably directed

As a small company, we can be fun, flexible and informal but maintaining high standards in our outward facing roles is important so the successful candidate will be articulate, affable, well presented and be capable of developing productive relationships with a range of people and organisations.

**More about the Company:**

Swale Technologies is a distributor, supplying scientific instrumentation and equipment for underwater applications to both academic and commercial customers. Our markets include environmental monitoring and research, renewable energy, marine mammal monitoring, surveying, offshore oil & gas and defence.

Products range from high precision sensors measuring dissolved gases, acoustic recorders and telemetry equipment, to the more mundane hardware. We’ve been operating for over 30 years, representing manufacturers from around the world to our customer base, predominantly in the UK and Ireland. The role would be based at our office in Chalgrove, SE Oxfordshire. There’s a café on the business park and exercise facilities with a pond and garden area are adjacent. There’s convenient parking, a cycle shelter, and bus routes run nearby.



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**Applications:**

To apply for this position please send your C.V. with a covering letter explaining how your experience would be of benefit in the role. Applications must be emailed to [swale@swaletechnologies.com](mailto:swale@swaletechnologies.com).

**Only direct, personal applications will be considered.**