



Freeman Automotive (UK) Ltd
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MANUFACTURERS OF THE WORLDS LARGEST RANGE OF DISC BRAKES FOR ANY VEHICLE

Trainee Business Development Manager

We are looking for a graduate (or equivalent) fluent in a European language preferably French and/or German, however other European languages will be considered including Dutch, Italian and Spanish, The individual will work with international businesses and as the nature of the role they may have International travel opportunities.

We manufacture and export globally, automotive and motorcycle brake parts. The Company is successful and has great brand awareness, in its industry.

World Headquarters are based in Northampton in our purpose built factory, warehouse and office facility. The Freeman Automotive Group owns EBC UK, EBC Holland, EBC USA and EFI. The group turnover is circa \$100million.

There are established distribution customers throughout Europe, however we are looking to expand this business. We have a strong team of technically minded professionals, some of which are considered leaders in their field of expertise but we are now looking for a charismatic and driven graduate with the ability to develop new accounts, increase sales and promote long term client relationships. The successful candidate will need to develop new business, maintain and grow the existing business with the guidance, mentoring and personal development lead by our Group CEO. This role has lots of responsibility and the individual will be tasked with the full sales cycle; through lead generation strategically identify and target new business opportunities and develop them, working closely with the Group CEO to bring them on board. The individual will also be exposed to account management and will develop/build long term business relationships with distributors. The individual will receive industry based sales training to equip them for their role.

Experience in sales is not essential as we are seeking to employ the right person who can be developed into this role over a two year period. An interest in mechanical engineering industry is an advantage.

This role comes with a starting salary, £20-25,000 p.a according to ability, track record and skills.

There is plenty of scope for career and salary progression.

Must live within reasonable commuting distance from Northampton, as you will be based in Northampton



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For this opportunity we are looking for the following criteria:

- Educated to degree level (or equivalent)
- Fluent in a European language preferably French and/or German but also Dutch, Italian or Spanish considered
- Exceptional communication and interpersonal skills, both orally and written
- Excellent customer service skills
- Strong work ethic - self motivated
- Driven, with the ambition and desire to succeed
- Willing to undertake international travel
- Confident and charismatic
- Energetic and passionate
- Professional and mature attitude
- A strong commercial awareness
- Interest in being developed personally by a self-made man

If you feel that this sounds like the opportunity you have been waiting for and believe you have the right qualities to succeed in this role please submit your CV and covering letter to Lisa White, HR, at the above address.

Closing date: March 30th 2012

Starting date July 2012 or sooner