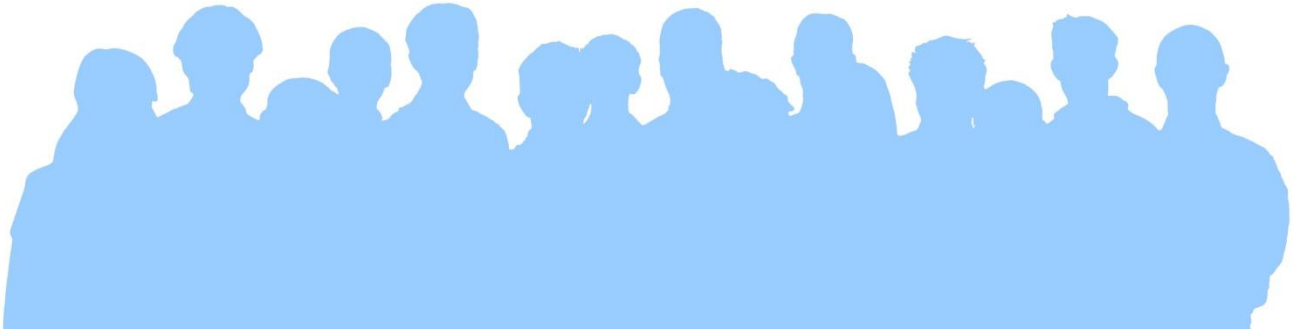


Research & Development · Industrial Design · **Engineering** · Medical · Technology · Electronics · Software · Innovation



Business Development Leader

Cambridge Design Partnership is different. We are a world-class product development consultancy driven by technology but inspired by meeting end user needs to create commercial success. To achieve this we have a wide range of capabilities from science, through engineering to design. Our expertise is delivered by teams who specialise in the requirements of four major industry sectors: Healthcare, Consumer Products, Clean Technology, and Industrial Systems.

You will be responsible for leading the generation of early stage leads in one or more of our major industry sectors. As a key part of our team you will identify strategic areas suitable for PR and marketing campaigns, and also work alone to generate leads by networking and attending conferences. You'll spend much of your time cold and warm calling, arranging first meetings to nurture and qualify prospects, enabling our experienced technical specialists to write proposals and close sales. If you are highly successful in this role, there is every opportunity to move up to Head of Business Development at a later date.

Requirements:

- An excellent track record of selling new product development or technology consultancy contracts at the £m level to both blue chip and start-up companies
- Proven ability to network and cold-call for extended periods positively and effectively
- At least 5 years experience of technical project leadership, and thorough business process management
- A positive temperament: happy to work both as part of a team, and for periods alone
- 1st or 2:1 degree in Engineering or Science

You will be hungry for the excellent opportunities and rewards we can provide. With our offices in a beautiful rural location close to Cambridge, we offer our young and highly motivated team a creative and challenging working environment. This will be an exciting time to join us as we transition from Cambridge's fifth largest technical consultancy towards global leadership in our sectors.

If you have the skills and personal qualities to succeed in this role, please email or send your CV with current remuneration details for the attention of Lena Dowdall, Head of Human Resources.

recruitment@cambridge-design.co.uk