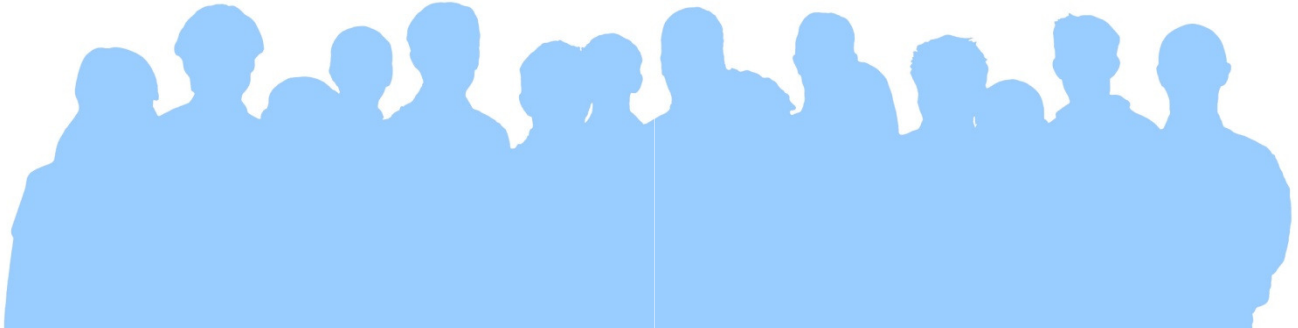


Research & Development · Industrial Design · **Engineering** · Medical · Technology · Electronics · Software · Innovation



## 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 principally for the generation of early stage leads in one or more of our major industry sectors.* As a key part of our expanding team you will identify strategic areas suitable for PR and marketing campaigns. You'll spend much of your time working to generate leads on the phone, via effective networking and by attending conferences, and will arrange and attend first meetings to nurture and qualify prospects. Working closely with our experienced technical specialists, you will then be expected to support them in writing proposals and closing initial 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 of £m value to both blue chip and start-up companies
- Proven ability to network efficiently and generate business over the phone, positively and successfully, for extended periods
- At least 5 years' experience of full life-cycle business process management and technical project leadership
- A positive and flexible temperament: happy to work both as part of a team, and independently
- 1st or 2:1 degree in Engineering or Science

Rewards will include a competitive salary, 12% non-contributory pension scheme, private healthcare, and 25 days holiday plus statutory holidays, performance related bonus.

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 dynamic and highly motivated team a creative and challenging working environment. This will be an exciting time to join us as we transition from one of Cambridge's fastest growing technical consultancies 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 to Heidi Cane, Human Resources Manager.

[recruitment@cambridge-design.co.uk](mailto:recruitment@cambridge-design.co.uk)