

# Business Development Specialist

Ricoh UK Products Ltd are recruiting a Business Development Specialist to work within the Business Development team based at our site in Priorslee, Telford, Shropshire. The Business Development team lead, develop and grow unique business opportunities for Ricoh Telford and Ricoh Company within the European marketplace. The successful candidate will join us at an exciting time, playing a critical role in the growth of our business by helping to shape the future of our product and service offering.

## What will you be doing?

**European Business Development** - Identify and qualify opportunities for new products and services which will create unique value for Ricoh within the European marketplace. Prepare and present business plan proposals including research into opportunity, business benefit validation, negotiation of terms with stakeholders and deployment into our business processes. Develop the commercial network and act as a key driver of new opportunities.

**Commercial Management** - Regular monitoring of business performance to ensure the continued commercial validity. Recommendations for improving and leading commercial performance improvements. Regular reporting of current performance and future business perspectives. Contract and account performance management, ensuring contractual integrity of both Ricoh and its partners/customers.

**Project Management** - Leading project teams internally and externally to ensure the successful delivery to market of our products and services. Managing New Model/Business Introduction processes and commercial relationships. Cultivating relationships and networks with relevant stakeholders including Ricoh Family Group, Sales & Operating companies within Europe, Ricoh Europe Headquarters, Ricoh Company Ltd and third-party organisations and partners.

## You will ideally have

- Degree qualified (or level 6 qualification) in either Business Management, Marketing, Economics or similar discipline.
- Proven experience in developing, negotiating, and implementing new business opportunities in complex environments.
- Must have a high degree of demonstrable commercial capability and demonstrable project management skills.
- Excellent communication skills with a proven ability to network and build relationships.
- Resilience to be able to manage/develop work in uncertain /volatile environments.
- Partner/customer account management experience is highly desirable.

## What you can expect in return

- A competitive salary and management benefits package. (Starting salary circa £44k pa, with management bonus paid in June and December approx. £2.5K pa.)
- Working with a diverse team of business, manufacturing and engineering professionals, all sharing a passion for developing our business and new technologies.
- Support with career development and ample learning and growth opportunities
- 37 hours working week (early Friday finish)
- Competitive Pension, Medical and Life assurance cover.