Business Development Manager - OEE

Location: Greater London, England, United Kingdom

Role Description

The BDM is responsible for managing the sales process from qualified lead to close. They focus on building relationships, understanding client needs, and offering tailored solutions. This is a full-time hybrid role for a Business Development Manager at MaintMaster Systems - focusing on OEE immediately, but also being comfortable over time with CMMS also.

The Business Development Manager will be responsible for identifying new business opportunities, building and maintaining client relationships, and developing growth strategies. Some remote work is acceptable in this role, with the primary location in Greater London.

Key Responsibilities

- Conduct discovery calls and demos with prospects.
- Develop and deliver sales presentations and proposals.
- Negotiate pricing and contract terms.
- Collaborate with internal teams (product, customer success) to align solutions with client needs.
- Close deals and achieve revenue targets.

Key Metrics

- Quota attainment (monthly/quarterly revenue).
- Pipeline management (deal velocity, win rate).
- Average deal size.

Qualifications

- Strong sales and negotiation skills
- Knowledge of the OEE and manufacturing - ideally minimum 3 years selling in this space or solution set.
- Experience in new business development
- Excellent communication and interpersonal skills
- Strategic thinking and problem-solving abilities
- Ability to work independently and collaboratively

Company Description

About MaintMaster

MaintMaster Systems is a leading provider of Overall Equipment Effectiveness (OEE) and Computerized Maintenance Management Systems (CMMS) located in Greater London. Our system is designed to support businesses in organizing, planning, unifying and streamlining their production and maintenance processes.

With unparalleled flexibility, user-friendly interface, and optimal functionality, MaintMaster Systems gives full control to its users.

In May, 2024, MaintMaster, acquired OEEsystems International, a specialist in OEE software. The OEE software platform, PerformOEE™, is widely used by manufacturers for real-time production performance management with a focus on continuous improvement. This OEE Solution has a global footprint with installations across Europe, the UK, the US and Asia.

How to Apply

Please send your CV & Cover Letter to Tom.Reames@MaintMaster.com