

Job Advertisement

Role: Business Development Manager

The purpose of this role is to drive the company's growth by identifying and converting new sales in new markets, supporting, and developing new strategic partners, and contributing to building capability and opportunity in those new markets.

This position reports to our Head of Marketing & Business Development

Why join CoolLED?

CoolLED designs, manufactures, and markets cutting-edge LED illumination systems for microscopy, advancing biomedical research, and other high-tech industries. There are many reasons to join the team, and here are just a few...

- **Make a difference:** We are proud of our role as a trusted supplier to leading global brands such as Evident and Nikon, and also as a pioneer of research into illumination technology in collaboration with leading universities.
- **Team spirit:** Everyone in our team contributes to the success of the company. We are seeking like-minded individuals to join us and enjoy a role that stimulates and is rewarding. Working at CoolLED, you will be a part of a family-style team who often get together for social or charity events.
- **Being greener:** Our technology replaces toxic, energy-hungry mercury-based illumination. This emphasis on sustainability runs through the whole of CoolLED, and you can be part of our constant drive to reduce our environmental impact.

"It's fascinating to be at the forefront of technology and see how an idea is transformed into a product that brings real-world benefits to some of the most respected scientists around. You feel part of something, and your colleagues will always go out of their way to help you do your bit." Dr Isabel Goodhand

About this role

As Business Development Manager you will contribute to the Sales & Marketing team's success by:

- Developing and using market knowledge to promote CoolLED systems to companies and building a deep understanding of the opportunity for CoolLED solutions in developing markets.

- Supporting & developing strategic commercial partners & potential customers through collaboration, conversion, and growth ensuring CoolLED features largely on their radar as a leader in LED illumination & new associated technologies.
- Representing CoolLED at conferences and exhibitions where appropriate, seeking to inform and educate the market in line with objectives.
- Working with Technical, Sales & Marketing teams, to identify and build knowledge of capabilities for new markets and technologies.
- Contributing to commercial strategy & GTM proposition for CoolLED's commercial development, working to identify the best commercial opportunities for the business.
- Taking Business Development through conversion & growth, managing accounts to repeatable business.
- Helping deliver actionable, strategic business development plans that clearly communicate the delivery model for future revenue targets and growth projections.
- Monitoring & reporting on market activity to the marketing team, including competitors and customers.
- Preparing and presenting relevant reports.

How will you make an impact?

As Business Development Manager you will support the Head of Marketing & Business Development with building capability in new markets (OEM, New Technologies). You will be the cornerstone of a successful company, as you help generate new revenue and enable CoolLED to grow even further.

We think this position will be right for you if you have...

- A drive to seek out new business and growth.
- A desire to build strong relationships quickly.
- A proven track record in business development or similar role.
- An ability to assimilate information and provide context to inform strategic decisions.
- Experience in communicating effectively with stakeholders at all levels.
- A solid understanding of project management.
- Familiarity with using CRM systems.
- The ability to adapt to change positively.

This position is based at our headquarters in Andover and is eligible for Hybrid working partly from home. Staff are expected to be willing to travel as their role requires, to visit customers and partners worldwide.

What CoolLED offers...

- A positive and inclusive working environment

“I am able to adapt my chosen working hours around personal commitments and preferences which is so attractive. Being able to work a full week, interact effectively with my colleagues, and have a degree of freedom is fantastic!” *Luther Hindley*

- A 37.5-hour working week.
- Flexible working hours to optimise your work/life balance.
- 25 days personal vacation + 8 statutory bank holidays.
- Eligibility for a Hybrid working pattern.
- Competitive salary plus a company profitability bonus.
- Life Assurance / Death-In-Service benefits.
- Contributory pension scheme.
- Health Insurance (optional at cost for employee’s family).
- Parent company (Judges Scientific PLC) Share Incentive Plan.

If you have any questions about this role or would like to apply with your CV/resume and a covering letter, please contact us at jobs@cooled.com

CoolLED's Mission

To contribute to science by developing illumination systems that enable research and provide the technology to improve people's lives.

Our Values

Ambitious



in being the best in our industry in all aspects of the business.

Pioneering



in creating ideas to solve problems.

Fair



respecting the people and environment with/in which we work.

Committed



to adding value in everything we do for the benefit of our customers, staff, shareholders, partners and suppliers.

Supportive



in developing and retaining great people allowing them to play to their strengths.