



Senior Business Development Executive

Contract	Permanent. A probationary period applies.
Hours	40 hours per week, Monday to Friday
Salary	£45,000 to £50,000 per annum, depending on experience
Location	GES, Prudhoe and NDT, Jarrow, with regular travel between sites and to customer, supplier and other business locations as required
Travel	Regular customer, supplier and business travel will be required
Reports to	Group Operations Director

About the Company and the Role

Fairley Gunn Group brings together specialist engineering businesses delivering technical products, services and practical solutions across a range of industrial sectors.

We are recruiting a Senior Business Development Executive to generate profitable external sales growth across two of our businesses, Gilligan Engineering Services and NDT Electronic Services.

This is a proactive, consultative B2B sales role covering both new business development and the growth of existing customer relationships. You will work with customers to understand their requirements and develop appropriate product, service, equipment hire or wider solutions, supported by our technical teams where specialist expertise is required.

You will own commercial opportunities from initial engagement through qualification, proposal, follow up, negotiation and agreed handover to our operational teams.

This is an individual contributor role with no direct reports or formal people management responsibility. It carries genuine responsibility for developing your own opportunities, managing your workload and maintaining a credible, disciplined sales pipeline.

What You Will Be Doing

- Generate new business through structured prospecting and proactive customer engagement
- Reactivate dormant customer relationships
- Develop existing accounts by identifying genuine additional customer needs and cross sell opportunities
- Understand customer requirements through effective questioning, discovery and active listening
- Recommend appropriate products, services, hire options or combined solutions



- Conduct customer visits, demonstrations and presentations, involving technical colleagues where specialist input is required
- Prepare, progress and proactively follow up quotations and proposals
- Own opportunities until they are won, lost or formally closed, maintaining clear next actions throughout
- Maintain accurate CRM and pipeline records and provide reliable sales forecasts
- Use supplier relationships, leads, product knowledge and joint activity to create commercial opportunities
- Apply sound commercial judgement to pricing, margin, discounting and negotiation
- Coordinate a clear handover of won opportunities to operational teams
- Gather customer and market insight to support future commercial activity
- Maintain appropriate contact with existing customers to protect the underlying customer base

What We Need From You

Essential

- Proven B2B sales experience, preferably within an industrial, engineering, technical equipment, instrumentation, manufacturing or comparable environment
- A demonstrable track record of personally generating new business rather than solely servicing an inherited customer base
- Experience developing existing customers and identifying commercially valid additional opportunities
- Experience managing a sales pipeline, following up opportunities and providing credible forecasts
- Experience of customer visits, presentations, demonstrations or solution based sales discussions
- Strong consultative questioning, active listening and relationship building skills
- Good commercial judgement, including an understanding of pricing, margin, discounting and negotiation
- Strong personal organisation and the ability to manage and prioritise your own workload
- A consistent track record of following agreed actions and opportunities through to completion
- Confident written and verbal communication skills

Desirable

- Engineering, manufacturing, industrial equipment or technical services experience
- Technical product sales experience
- NDT or industrial radiography experience



What Kind of Person Fits This Role

You will suit this role if you are proactive, commercially curious and comfortable creating opportunities rather than relying on inbound enquiries.

You will take full ownership of your own workload, plan and prioritise your activity and progress agreed actions without repeated prompting.

You will be confident building customer relationships but consultative in your approach, taking the time to understand what a customer actually needs before proposing a solution.

You will also be commercially disciplined. Success in this role is about generating sustainable, profitable growth and strong customer relationships, not simply chasing turnover.

Why Join Us

This is an opportunity to take genuine ownership of business development across two established specialist engineering companies with a broad range of technical products, services and customer solutions.

You will work alongside experienced engineering, technical and operational colleagues while having the autonomy to develop your own customer relationships and commercial pipeline.

For somebody who enjoys consultative industrial sales and wants senior level responsibility without moving into people management, the role offers an interesting and varied commercial remit.

Any appointment may be subject to satisfactory pre employment checks and any customer or site vetting required for the role.

Applicants must already have the right to work in the UK. The company is unable to provide visa sponsorship for this position.

Fairley Gunn Group is an equal opportunities employer and welcomes applications from suitably qualified candidates from all backgrounds.

How to Apply

To apply, please submit your CV together with a short supporting statement explaining how your experience meets the key requirements of the role.