



Senior Business Development Manager

Location: UK

NO AGENCIES AT THIS TIME

About Us

Sarsen Technology is a leading distributor of advanced embedded hardware and software solutions. We focus on VPX, embedded x86, FPGA, GPU, data acquisition, and high-speed data recording COTS technologies, supporting Europe's foremost organisations in defence, aerospace, cyber security, and high-end instrumentation.

We work with a highly curated portfolio of manufacturers across the USA and Europe, providing dedicated sales and marketing representation. Our goal is to act as a true extension of each OEM's sales team, delivering local technical expertise, market insight, and commercial support. As a small, tightly knit team, every person plays a vital role in our ongoing success.

Founded in January 2000 and headquartered in Marlborough, Wiltshire, Sarsen Technology recently became part of the Hiper Global group, broadening both our technical capabilities and our customer reach. This partnership allows us to supply fully configured systems - from custom designs built on COTS building blocks to solutions based on tier-one vendors. More information is available at www.sarsen.net

The Role

The Senior Business Development Manager role is central to the next stage of the evolution of Sarsen Technology within the wider Hiper Global group. We are looking for an individual who has the ambition and skills to achieve targets and enhance our visibility within our key accounts, working with the best in embedded, niche embedded computing technologies. This is a full-time, permanent role with a focus on delivering growth through new business.

The new role has been created to support team development and business growth, primarily in our defence and aerospace accounts. As a Business Development Manager you'll be responsible for B2B sales, driving customer acquisition, and converting leads into sales.

The ideal candidate is a technically focused person with a proven track record in a sales/customer focused background and an engineering education. You will be located in the UK, within commuting distance of the Marlborough and Wokingham offices, and have the ability to work from home.

We are looking for an adaptable and socially confident person who can demonstrate a positive attitude to clients, suppliers and the wider Sarsen team.

Sarsen Technology is looking to invest in the ideal candidate by providing both commercial and technical training:

- In-house one-to-one coaching
- External sales training courses
- Technical training direct from the manufacturers we represent.
 - This may involve travel to the USA and Europe
- Specialist individual training & personal coaching as required

Your day-to-day tasks will include:

- Develop and manage key accounts, encompassing both existing and new business opportunities.
- Identify and pursue new projects and contacts within current accounts to drive growth.
- Build and maintain a robust sales pipeline through strategic relationship management and market insight.
- Consistently achieve individual sales targets and key performance indicators (KPIs).
- Prepare and present system solution proposals, effectively demonstrating how products or services meet client requirements.
- Conduct regular external client meetings and site visits to strengthen relationships and advance sales opportunities.
- Generate accurate client quotations and proposals using Salesforce CRM.
- Lead contract negotiations and successfully close sales.
- Maintain comprehensive client contact records and account information within Salesforce.
- Provide timely and accurate monthly sales forecasts to the Senior Management Team.
- Represent the company at trade shows, conferences, and industry events to foster partnerships and monitor market trends.

Skills and experience:

- Effective communications skills, both written and verbal
- Strong attention to detail
- Degree in Electronic Engineering, Physics, Computer Science or a related field
- Knowledge of FPGA, GPU, VPX and SOSA-aligned technologies would give a significant advantage
- The ability to work effectively as part of a focused team
- The ability to build long-term and effective relationships with clients
- Strong analytical and problem-solving skills
- Excellent command of MS Office and CRM software. Salesforce experience would be an advantage.
- Full driving licence

Please note that all candidates must be eligible for an ESTA VISA (USA) and hold a valid passport. You may also be required to apply for BPSS or SC clearance.

Hours and Environment

The office hours are 8.30am to 5pm based on a hybrid work model, with some days in either the Marlborough and Wokingham offices, and some at home when not visiting customers. Longer working hours may be required when on visits. As well as client meetings, you will also be required to travel to trade shows and conferences. There may also be occasional international travel for meetings with the manufacturers we represent.

Remuneration, Benefits & Sales Tools

- Competitive salary and commission scheme
- 25 days paid holiday plus UK bank holidays
- Employee Assistance Programme
- Private Healthcare (following successful probation period)
- Car allowance
- Contributory pension scheme
- Mobile phone & Laptop
- Internal & External sales training & coaching

Contact Details:

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