



www.analox.net

**Analox**  
15 Ellerbeck Court,  
Stokesley Business Park,  
North Yorkshire, TS9  
5PT, UK  
Tel: +44 (0) 1642  
711400  
Fax: +44 (0) 1642 713900  
E-Mail: [info@analox.biz](mailto:info@analox.biz)

**"Your Challenge, Our Passion"**

## **Bid /Business Development Manager(Defence)**

**Responsible to:** Managing Director of Analox Military Systems Ltd  
**Working hours:** 39 hours Mon-Friday  
**Location:** Primarily remote, however it may be necessary to visit the factory in Stokesley, North Yorkshire at least once a week.  
**Salary:** Competitive, depending on experience  
**Benefits:** [Benefits booklet](#)  
**Department:** Military Sales  
**Contact:** HR Department, [applications@analox.biz](mailto:applications@analox.biz)

Analox is a world leader in the research, development, and production of life saving gas sensing products and systems. Analox provides enough structure to ensure the safety and integrity of our products, and enough freedom to make a tangible difference to colleagues and customers alike.

We have embarked on a journey to become a truly customer centric organisation and a world class manufacturing facility. We are a global company with offices in the UK and USA and a distribution network across each continent.

The role will be divided between our factory in Stokesley which is a small market town in the North Yorkshire Moors and working remotely.

### **Why work for Analox?**

What makes us great? Our network of colleagues ensures we offer a customer centric journey throughout the organisation. To achieve our high growth plans we need you! We want you to be the best you can and want to work at Analox. Frequently, people spend their career with us, some because they have found their niche, others because of the opportunities to progress through the organisation.

Analox are where we are today because of our people and we have various ways to say thanks to our team.

### **What we've got to offer.**

We offer a competitive salary, a great working environment, and outstanding benefits including:

- Competitive basic salary
- Flexible core working hours - 3pm flyer on Fridays

SA223 Issue 8 Jan 19



- Relax on your birthday with the day off - our gift to you!
- Training & development
- Free healthcare benefits

## Main Duties/Responsibilities:

### Bid Management

This encompasses;

- Preparing customers for future bids - working with them to understand their purchasing process and technical requirements to maximise Analox's chances of success
- Consult with customers and provide technical expertise and recommendations based on the required applications.
- Lead a bid team to respond to customer requests for quotation and information to deliver a winning bid, on time to customer specified criteria
- Responsible for preparing the commercial elements of the bid and drawing the whole bid together to ensure its coherent and consistent to the customer
- Negotiating and closing the deal, with support from internal colleagues when required.
- Responsible for keeping internal stakeholders informed on progress to enable resource management
- Line Management responsibility for Contract Management
- Preparing the organisation for the compliant delivery of successful bids ie Contracts
- Project management - working with internal stakeholders to ensure the contract is delivered on time, within budget and in compliance with contract requirements.
- Work with internal stakeholders to understand the customer experience throughout the bid process and identify means to maximise their positive experience
- Looking for opportunities to continuously improve the bid and contract management process
- Forecasting future sales to enable effective forward planning.
- Participation at relevant national and international trade shows, conferences & meetings in accordance with the business strategy, and business goals.

### Business Development

- Plan and prioritise personal sales activities and customer/prospect contact towards achieved agreed business aims
- Manage product/service mix, pricing and margins according to agreed aims.
- Maintain and develop existing and new customers through appropriate propositions and ethical sales methods to optimise quality of service, business growth and customer satisfaction
- Generate leads and cold call prospective customers
- Understand the needs of the customers and be able to respond effectively with plan of how to meet these



Registered Number 03005200 England and Wales

- Think strategically - seeing the bigger picture and setting aims and objectives in order to improve the business
- Respond to and follow up sales enquiries using appropriate methods
- Monitor and report on market and competitor activities and provide relevant reports and information
- Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid business development

## Qualifications and Training

- Degree qualified
- Project Management

## Experience

- Proven Bid Management experience - min 3 years
- Proven Sales or Business Development experience
- Proven experience working with customers at Director level

## Analox Behaviours

1. Communication - Communication is professional, clear, concise, and intended to have a positive outcome.
2. Team Working - 'We' comes before 'I' and there is a clear understanding that if 'I achieve' but 'we fail' then we have failed.
3. Taking Responsibility - All tasks which fall under your area of responsibility are proactively volunteered for.
4. Continuous Improvement - Improvement activity is part of the day to day, it is not seen as "something extra".

## Analox Values

1. We are Proud of what we do
2. We operate Ethically and do the right thing
3. Our Customers are at the heart of what we do
4. We are Bold, we are prepared to work outside our comfort zone

## All Analox employees are expected to:

1. Play as part of one Analox team
2. Live and breathe the Analox values and uphold others to do so too
3. Ensuring you are clear with how you contribute to Analox's future
4. Ensuring everything you do is documented in the procedures you follow
5. A desire to want to do it better every time.



All candidates must be able to obtain a Security Clearance

So if you think you've got what it takes to join one of the world leaders in the research, development and manufacturing of gas sensing products then we want to hear from you!

### How to apply

Fill out an application form (downloadable from our [website](#)) then send it with your current CV to [applications@analox.biz](mailto:applications@analox.biz).

We regret that, due to the high volume of applications at Analox, we are only able to contact successful candidates. If you don't hear from a member of our team within 3 weeks of submission, you have not been successful on this occasion.

We are highly committed to the safety of our employees, therefore we are currently working remotely. All interviews will therefore take place virtually.

**\*\*Strictly no agencies\*\***



Registered Number 03005200 England and Wales