



Careers

Senior Business Developer - Industrial Instrumentation

42 Technology is a successful and growing science, technology and innovation consultancy. We work with pre-eminent clients in a range of industries to conceive, invent and develop products and manufacturing processes. We have built a reputation for highly original yet pragmatic solutions to difficult technical problems. We combine technical excellence with a customer-focused, friendly service.

Our employees love the variety and challenge of our work. We have a stimulating and open culture, an excellent team, and a great location in the historic town of St Ives, close to Cambridge.



The Opportunity

We have completed a number of complex, world-class product developments in the industrial instrumentation and control space, a field where we excel thanks to an outstanding technical team and skills that run from technical concept creation and understanding the core science to laboratory experimentation, product design and development, design for manufacture, and achieving regulatory approvals.

Our clients in this area are multinational B2B companies manufacturing innovative devices such as sophisticated, high-reliability sensors and instrumentation, gas detection and handling products, and fluid metering devices.

We are looking for an outgoing, professional person to help us grow our business in these key areas. With a strong academic background and demonstrable experience in the field of industrial sensing, measurement and instrumentation, the successful candidate will start conversations with senior individuals in multinational businesses.

Through networking they will uncover opportunities for 42 Technology and will work with our high-calibre consultants to convert these opportunities into exciting projects. UK and international travel are likely to become an essential part of the role over time. The successful candidate will be self-motivated, enthusiastic, technically excellent, business-aware and a strong communicator, and have a proven ability to open a dialogue with senior managers and R&D leaders.



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The Role

Your core responsibility will be to:

- Lead our business development activities with companies that design and manufacture industrial instrumentation and control, aligning with our team's capabilities
- Identify, develop, manage, and grow accounts
- Help shape our service offerings and capabilities
- Manage the commercial negotiation of projects.

42 Technology couples a strong understanding of how to innovate with deep technical expertise in mechatronics, thermal and fluidic processes, novel sensor systems, and connected devices (e.g. IoT). Successful applicants will be able to understand and promote this expertise to deliver value to our clients.

We offer a competitive package including 28 days' holiday, private healthcare, a company performance-related bonus and when in the office free lunches!

About You

You will have:

- Strong knowledge of one or more relevant industry sectors or subsectors and the industrial instrumentation and control sector in particular
- Business development experience in consulting or a related field
- Consulting experience involving product innovation and development

- A good understanding of R&D projects and the product management and development process from concept through to manufacture
- Commercial experience including costing, negotiation, and contracts
- Educated to degree level in a relevant technical subject
- Excellent interpersonal and communications skills
- The right to work in the UK
- Full UK Driving Licence
- Valid passport and willingness to travel internationally

The following experience would be highly advantageous:

- Experience managing complex product development or R&D projects
- First-hand experience of corporate innovation processes.

Next Steps

If you are excited by this opportunity and believe you have the skills and experience to succeed, get in touch and tell us why. You can reach us at **careers@42technology.com**. Please also send us a copy of your CV and quote reference **SBD21**.