

# BUSINESS DEVELOPMENT ENGINEER

## JOB OPPORTUNITY

<b>Job Application Ref:</b>	VSE-25001
<b>Job Title:</b>	Business Development Engineer
<b>Location:</b>	Remote (occasional travel to East Tilbury)
<b>Job Start Date:</b>	1 <sup>st</sup> July 2025
<b>Application Closing Date:</b>	30 <sup>th</sup> May 2025
<b>Job Type:</b>	Full Time
<b>Contract Duration:</b>	Permanent
<b>Job Salary (Base):</b>	£30,000 - £40,000 (DOE)
<b>Commission:</b>	Uncapped
<b>Bonuses:</b>	Performance-Based (quarterly targets)
<b>On-Target Earnings (OTE):</b>	£80,000+
<b>Top Earnings Potential:</b>	£160,000+



### OUTLINE OF BUSINESS/COMPANY

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Blue Precision Technologies Ltd (BPT) is a fast-growing, dynamic IT Consultancy and Professional Services company with experience working across a variety of sectors and industries, supporting customers ranging from small businesses to global enterprises.

BPT is a recognised partner of leading automation and data centre solution providers, ensuring our clients benefit from best-in-class technologies and services. We operate in streamline complex IT operations, implement flexible and efficient automation frameworks, and provide long-term support through managed services and technical consultancy.

Our world class team helps businesses optimise workflows, integrate systems, and drive efficiency through cutting-edge automation technologies. As specialists in No-Code and Low-Code automation solutions, we enable organisations to rapidly deploy scalable and maintainable digital transformation strategies without the need for extensive custom development.

## ABOUT THE ROLE

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We are hiring a full-time Business Development Engineer to help us drive new business, support customer engagement, and promote our brand.

**This is a performance-focused role ideal for someone who thrives on targets, enjoys engaging with prospects, and is excited by the opportunity to earn based on results.**

The successful candidate will take ownership of outreach, discovery, and demos — managing the business development pipeline while actively supporting marketing initiatives that generate qualified leads.

The role blends prospect engagement, technical pre-sales, and lead generation activities, with a focus on both fast-turnaround automation sales and strategic opportunities in the data centre and infrastructure space.

This is a remote-first position offering flexible working hours, and provides a clear path for growth as part of a high-performing, ambitious team.

The successful candidate will lead marketing strategy execution, generate leads, engage with prospects, deliver product demonstrations, and provide technical sales support, ensuring prospective customers clearly understand how our solutions address their specific challenges.

This role carries a base salary of £30,000 - £40,000 depending on experience, plus uncapped commission and performance-based bonuses exceeding an OTE of £80,000. An OTE of £160,000 is possible depending on results.

Key Duties:

- **Marketing and Lead Generation** – Developing and executing outreach strategies via LinkedIn, email campaigns, content, and networking. Running discovery calls to understand customer needs and recommend suitable service offerings. Representing BPT at industry events and delivering webinars to showcase our capabilities and generate leads.
- **Pre-Sales & Technical Solutioning** – Conducting live demos of Smartsheet and Make, building simple proof-of-concept automations, reviewing API documentation and evaluating the feasibility of customer requirements. Assisting in technical solution design and working closely with the technical team to support more complex requests.
- **Sales Pipeline Ownership** – Managing pipeline progress in our CRM system and working towards expected annual revenue targets. Creating proposals, quotes, and SOWs, progressing deals from lead to close, and ensuring a smooth handover to the implementation team.

If you have the drive, technical knowledge, and sales acumen, and are looking to expand your expertise in a dynamic and fast-paced environment, we welcome your application.

## WHAT ARE WE LOOKING FOR?

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We are looking for a driven, customer-focused, and technically proficient individual who is positive, open and ambitious. You must be able to excel in a hybrid role combining basic Lead Generation Marketing, Business Development and Pre-sales Engineering. The ideal candidate will be comfortable with generating leads and driving business growth through engaging with prospective

customers, running product demonstrations, drawing on both technical knowledge and commercial acumen.

**We're looking for someone who is driven to win, confident engaging with customers, and excited to grow both their skills and earning potential.**

The following criteria are essential to this role:

- A team player who values and follows our company culture, systems, and processes.
- A commercial mindset with a passion for helping prospects make great decisions and exceeding targets.
- Ability to understand and communicate technical solutions to both technical and non-technical audiences.
- Experience in lead generation, prospecting, and sales outreach, particularly using LinkedIn and email campaigns.
- Strong presentation skills with experience running live product demos and webinars.
- Excellent written and verbal communication skills, including client-facing interactions and content creation.
- Proficiency in sales tools and CRM systems (experience with Smartsheet is a plus).
- Familiarity with No-Code/Low-Code platforms (Make, Smartsheet, Zapier, N8N, etc.).
- Strong analytical and problem-solving skills, with the ability to tailor automation solutions to customer needs.
- Ability to multitask and manage multiple deals, sales activities, and marketing campaigns simultaneously.
- A proactive and adaptable mindset, with the ability to work independently and collaboratively.

Our ideal candidate will preferably have the following skills and experience:

- Certifications in Make and Smartsheet (or willingness to obtain them).
- Proven experience in B2B marketing or commercial roles.
- Experience running product demonstrations and customer presentations.
- Interest in Data Centre solutions and technologies.
- Experience in marketing campaign management, social media outreach, and content creation.
- Understanding of API integrations and automation workflows.
- Bachelor's degree in Business, Marketing, Computer Science, or a related field (or equivalent experience).
- Ability to travel worldwide for events, trade shows, and customer meetings when required.
- Holds a full driving license.

If this sounds like the right fit for you, we'd love to hear from you.

## **READY TO APPLY?**

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Please complete the application form, including your CV and a 1-page cover letter explaining **why** you're the person we should hire:

[Click to Apply](#)