



Business Development Manager

Excited by the prospect of joining an established company, helping to achieve ambitious growth plans? If so, explore this rewarding opportunity with us at Triple E, where you'll develop relationships with leaders in the entertainment industry across the UK and internationally.

Our Company

Triple E have been designing, manufacturing, and installing entertainment engineering solutions since 1984. We're extremely proud of the amazing reputation we've built, and many of the most pioneering solutions in the industry today simply didn't exist before us.

Our core product range consists of seven systems created for the theatre industry, from simple walkalong masking tracks to automated movement of large scenic items. We regularly supply products and systems to blockbuster films, including Marvel and Star Wars, and our acoustic solutions are installed in prominent venues across the world. We also offer a custom design service, with recent bespoke projects including grand reveals for supercars, and raising a full lighting and sound truss from the deck of a super yacht!

The Role – Business Development Manager

Working closely with our Managing Director, as the Business Development Manager you'll play a vital role in supporting the growth of our business, increasing turnover for our core product range by developing relationships with existing customers and seeking out new business opportunities. Your duties will include:

- Contacting / visiting existing customers to develop relationships and maximise business potential
- Identifying and targeting prospective customers in target markets, specifically international clients
- Developing relationships with existing and prospective distributors, to support sales in international markets
- Building and managing sales pipeline
- Managing the onboarding process for new clients
- Visiting trade shows and conducting market research, and planning / implementing new target market initiatives

You will be travelling to customer sites across the UK, with some international travel required.

The Package

While having the autonomy to make your mark and contribute to exciting development plans, you will benefit from:

- Salary up to £45,000 with the level dependent on experience
- Use of a fleet vehicle, with business travel expenses paid
- Permanent contract, working Monday to Friday 9am to 5pm from our offices in Biggin Hill (Kent), combined with travel to customer sites across the UK and international
- 25 days annual leave plus bank holidays

Our Requirements - Business Development Manager

- Full UK driving licence
- Proven experience gained in a similar business development / sales role



- Ability to adapt and learn about new products
- Team player with great communication and influencing skills
- Target driven with the ability to show resilience, drive, and determination

Although not essential, knowledge of either the entertainment / theatre, engineering, technical, science or a related industry, would be advantageous.

More About Us

We pride ourselves on our friendly, skilled, and supportive team who all play a part in our success. We're committed to creating an inclusive environment where our employees are recognised and rewarded for their efforts.

Send all applications to lucy@triplee.ltd.