



Business Unit	Business Development
Job Title	Business Development Manager- America West cost
Date	May 2026
Reporting to	VP of Sales America
Location	USA

WE ARE CDE.

HERE TO CREATE OUR BEST WORLD, A TON AT A TIME.

Sand is a finite resource, and it's running out. Today, population growth and the pace of progress means the world is devouring sand like never before – 50 billion tonnes a year globally. This demand is unsustainable. Together with our customers we have already diverted over 100 million tonnes of waste material from landfill and put it back into the materials market for use in construction; protecting sand & aggregates in areas where natural material reserves are in decline and enabling production to happen closer to markets. We are minimising environmental impact and laying the foundations for the circular economy.

At CDE we work across the natural processing and waste recycling sectors, in five regions, to pioneer industry-leading, world-changing engineering solutions. Our headquarters are in Northern Ireland, and we have offices in the USA, Australia, Austria, and Brazil. For over 30 years we have relentlessly innovated and co-created wet processing solutions – completing over 2,000 global projects – and we're only getting started. Our purpose is to create our best world, a ton at a time; empowering our customers to transform their materials into valuable resources for the betterment of people, planet, and their bottom lines.

Discover more about life at CDE www.cdegroupp.com

Job Purpose

Reporting into the Vice President for Sales America the Business Development Manager will be responsible for the delivery of business growth throughout your agreed territory.

This will be achieved directly and through the growth of solid partnerships, as well as closing existing opportunities and developing new leads together with generating new business.

Working as part of a team you will have significant input into the success of the CDE in the USA region.

Responsibilities

- Achieve revenue targets and business objectives within the region. Using sales craft, along with washing solutions experience / expertise, and market knowledge, to lead the CDE supporting team to progress potential capital projects, so that:
- Customer technical and commercial requirements are clearly understood
- The customer gets the technical and commercial solution they need.
- The CDE project team is supportive of the technical and commercial obligations within the contract.
- The value of the sale (strategic, operational, and/or commercial) is maximised.
- Build customer relationships, rapport and trust to effectively manage the full sales cycle including the negotiations on major projects
- Ensure the CDE attracts and retains suitable business introducers and agents to uncover opportunities for CDE's solutions in the target region, however, always retaining the ability to sell directly.
- Coordinate and follow-up on existing leads and generate new leads in an effective and structured manner.
- Effectively manage long consultative selling cycles for capital equipment as well as fulfilling shorter term customer requirements.
- Identification, profiling, analysis and implementation of new business opportunities in the nominated market.
- Develop, update and maintain a database of existing and potential customers through the development and implementation of a "Customer Relationship Management" system.

Other

- Contribute to the on-going planning and development of the Company's sales and marketing and business development strategies.
- Contribute to new product/service development, promotion/distribution, customer care and the Company's approach to quality through the presentation of customer feedback and market research.
- Support all public relations and promotional activity undertaken by the Company in conducting business with its customers in the nominated region, building CDE brand awareness and developing Unique Selling Points.
- Demonstrate the technical ability of CDE products to potential customers.

Criteria	Essential	Desirable
Qualification/ Attainments	• Completion of High School Diploma	• Educated to degree level
Relevant Experience	• Proven track record in achieving business targets • High degree of experience of working in a similar industry to include; construction, materials processing, recycling, quarrying or heavy plant industries, in the target region. • A minimum of 4 years Sales experience • Experience in establishing and maintaining successful customer partnerships • Experienced negotiator with the ability to identify problems and propose tailored solutions.	• Can demonstrate a high level of competence and process knowledge in crushing, screening, recycling, washing / wet processing equipment in the region. • Extensive contacts / customers within the materials processing industries.
Circumstances	• Available to work flexible hours and to travel as necessary. • Current driving licence	

We are a global company and welcome applicants from all countries and backgrounds. Desirable criteria may be used for shortlisting. The Company reserves the right to vary criteria at the shortlisting stage.