

Job Title	Business Development Manager
Location	TBC
Functional/Discipline Area	Sales
Line Manager	Head of Sales
Reports	

Objectives / Scope
<p>To define, implement and maintain a business development strategy for the group.</p> <ul style="list-style-type: none"> ● Identify and deliver a sales pipeline to meet the business growth targets within defence, renewable and oil & gas markets ● Maintain and grow existing client relationships ● Expand the client portfolio into new markets and regions

Main Responsibilities
<ul style="list-style-type: none"> ● Interface and manage the sales pipeline from enquiry through to purchase order placement. <ul style="list-style-type: none"> ○ Monitor and progress enquiry/sales order activities to collate data ○ Provide marketing support and assist with business forecasting ○ Business reporting on sales enquiries, market performance and opportunities, potential leads, success factor for obtaining new business and monthly KPIs to Head of Sales ● Identification of immediate, medium and long term opportunities both within existing accounts and new business <ul style="list-style-type: none"> ○ Proactively network both on and offline to generate new business ○ Attend, manage and lead trade shows ○ Develop and maintain strong client relationships ○ Generate new clients and leads ○ Interface with sales team and international business partners, and follow up on any potential leads ○ Presentation and demonstration of the company's products and services including technical and support services to potential clients

- Understand the market and any gaps between our client's needs and our competitors' products
- Win and close sales opportunities
 - Liaise with the Internal Sales team and effectively hand over any orders. Ensure that all requirements are accurately recorded and acknowledged
 - Achieve maximum conversion rates from quotations to orders, with adherence to the quotation follow up process
 - Liaise with the wider business to provide customers with accurate information and quotations appropriate to their applications
 - Input customer information from calls, visits, mails-shots etc, onto company databases immediately it becomes available
 - Generate timely feedback on quotations with regular customer visits
 - Qualify the technical and environmental requirements for the customer application
- Sales performance reporting to the group
- Assist with training and job or product awareness for other staff within the company
- Maintain Group management behaviors practices and equal opportunity policy
- Comply with any environmental responsibilities as identified by the Group and communicated by your line manager that are relevant within your department
- Any other appropriate tasks that may be required to support the wider business

Skills base and experience

- Excellent interpersonal communication and telephone manner
- Strong attention to detail and accuracy
- Ability to quickly develop an understanding of the group products and capabilities
- Target driven and results focussed
- Relevant business development experience, and a strong background within the industry
- Degree educated preferable but relevant experience will be considered as a suitable equivalent