

Job Description for Business Development Manager

Hours: 37.5 Hours Per Week

Reporting to: Director, Works Director & Operations Manager

Salary: £30,000 - £60,000 OTE

Job Description

The Business Development Manager drives the company's growth in the industrial and commercial roofing, scaffolding, and solar PV sectors by identifying new business opportunities, developing and maintaining client relationships, and expanding the company's market presence.

This role requires a strong understanding of the target industries, exceptional communication and negotiation skills, and a results-driven mindset. The Business Development Manager will collaborate closely with the marketing and operations teams to deliver outstanding results and maintain a strong market position.

Responsibilities

1. Strategy and Market Expansion

- Develop and implement business development strategies to support the company's growth, profitability, and market share objectives in the roofing and solar PV sectors.
- Research and analyse market trends, competitor activities, and potential partnerships to identify new business opportunities and areas for expansion.
- Attend industry events, conferences, and exhibitions to promote the company's brand and services and establish a strong network within the target industries.

2. Sales and Client Relationship Management

- Identify, qualify, and secure new business opportunities, including developing and executing sales presentations, proposals, and contracts.
- Develop and maintain strong relationships with clients, suppliers, and stakeholders, ensuring effective communication and collaboration throughout sales.
- Work closely with the sales and marketing teams to develop and implement targeted marketing campaigns, materials, and sales collateral.
- Address and resolve client concerns, complaints, or disputes promptly and professionally, ensuring high levels of client satisfaction.

3. Collaboration and Teamwork

- Collaborate with the company's estimating, commercial, and operations teams to ensure seamless project execution, from proposal development to project delivery.
- Provide senior management with regular updates on sales activities, pipelines, and forecasts, ensuring transparency and proactive issue resolution.
- Support developing and implementing company-wide policies, procedures, and initiatives for business development and sales operations.

4. Market Knowledge and Industry Expertise

- Maintain a comprehensive understanding of the industrial and commercial roofing, scaffolding, and solar PV sectors, including market trends, technologies, and industry best practices.
- Stay current on relevant UK legislation, regulations, and governing bodies, ensuring compliance in all business development activities and client engagements.

5. Performance Management and Leadership

- Set and achieve individual and team targets for sales, revenue, and market share growth, ensuring alignment with the company's strategic objectives.
- Foster a positive, collaborative work environment encouraging teamwork, innovation, and continuous improvement.

What we are looking for

- Strong sales and negotiation skills
- Extensive construction industry experience
- Proven track record in achieving business growth targets
- Exceptional networking and relationship-building abilities
- Strategic thinking and ability to identify new business opportunities
- Excellent communication and presentation skills
- Analytical mindset and ability to conduct market research
- Strong business acumen and understanding of industry trends
- Effective project management and organisational skills
- Collaborative nature and ability to work with cross-functional teams
- The result-oriented mindset with a focus on driving revenue and profitability

Benefits

- Highly competitive salary package (£30,000 to £60,000 OTE)
- Remote working if outside a commutable distance
- Pension Scheme
- Bike to work scheme
- Company computer and phone
- 20 days holiday plus Bank Holidays
- Job security
- Career development and progression
- Company wellness scheme
- Staff wellness program
- Casual dress
- Company events

Job Type: Full-time, permanent

Salary: £30,00 - £60,000 OTE

Schedule: Monday to Friday: 0900-1700

Education - *Essential*

- Bachelor's degree in business, engineering, or a related field. A Master's degree or relevant professional qualification would be an advantage.

Experience - *Essential*

- At least five years of experience in business development, sales, or a related role, preferably in the industrial and commercial roofing, scaffolding, or solar PV sectors.

Skills - *Essential*

- Strong understanding of the industries, including market trends, technologies, and industry best practices.
- Familiarity with relevant UK legislation, regulations, and governing bodies about the roofing and solar PV sectors.
- Exceptional communication, negotiation, and presentation skills, with the ability to build strong relationships with clients, suppliers, and stakeholders.
- Proficient in Microsoft Office applications, Apple software, customer relationship management (CRM) software, and other relevant tools and technologies.

Personal Style and Behaviour - *Essential*

- Results-oriented and proactive, with a focus on continuous improvement and innovation.
- Strong leadership skills, with the ability to inspire and motivate diverse teams.
- High level of integrity, professionalism, and commitment to ethical business practices.
- Ability to manage multiple priorities, work under pressure, and deliver results within tight deadlines.

Licence/Certification

- Full UK driving licence (Essential)

Work Location

- In-person