

Role profile

Job title	Business Development Manager	Reference ID: W13157
Location	Telford	
Reporting to	Managing Director	

PURPOSE STATEMENT

As a business development manager, you'll identify new business opportunities in order to generate revenue, improve profitability and help the business grow.

Your work should involve careful strategic planning and positioning in the appropriate markets, or enhancing the operation of the business, position or reputation within the industry.

KEY ACCOUNTABILITIES

- Modular Engineering experience in the Construction Industry in Market Sectors including Residential, Health, Data Centres and Custodial
- Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- Seek out the appropriate contact in an organisation
- Generate leads and cold call prospective customers
- Meet with customers/clients face to face or over the phone
- Foster and develop relationships with customers/clients
- Understand the needs of your customers and be able to respond effectively with a plan of how to meet these
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Work strategically - carrying out necessary planning in order to support operational changes
- Have a good understanding of the businesses' products or services and be able to advise others about them
- Discuss promotional strategy and activities with the director
- Liaise with the finance team, estimating and production departments as appropriate
- Seek ways of improving the way the business operates
- Attend seminars, conferences and events where appropriate
- Keep abreast of trends and changes in the business world.
- Create a sales pipeline
- Negotiate pricing with customers, and suppliers in some cases
- Increase sales of the business
- Carry out sales forecasts and analysis and present your findings to senior management/ the Board of Directors
- Develop the business sales and marketing strategy.

TECHNICAL SKILLS / KNOWLEDGE

- Tenacity and drive to seek new business and meet or exceed targets
- An excellent telephone manner for making initial contact and for ongoing communication with customers and business associates
- Interpersonal skills for building and developing relationships with clients
- Written and verbal communication skills - needed for communicating with a range of people, both internally and externally, as well as presentation skills
- IT skills, including the use of spreadsheets
- Team working skills and a collaborative approach to work
- Decision-making skills
- The ability to multitask and prioritise your workload
- Project management and organisational skills
- The ability to motivate yourself and set your own goals
- Negotiating skills
- The ability to think strategically
- The ability to analyse sales figures and write reports
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment
- Initiative and the confidence to start things from scratch.
- Ability to assist and offer advice in the tendering and estimating process
- Management experience of installations, particularly relevant to MDSL work streams
- Have appropriate building service industry experience with particular relevance to plant rooms and mechanical systems
- Knowledge of construction contracts and procedures
- An Engineering qualification
- Good communication, motivational and management skills
- Ability to interpret specifications and drawings

MDSL, part of the Lorne Stewart Group is an equal opportunities employer.

Closing date: 31 May 2022

If you are interested, please email your CV with the following reference number

W13157 to recruitment@lornestewart.co.uk