

Business Development Manager



Unit Engineers and Constructors Ltd has a Business Development Manager position available. The Business Development Manager will report directly to the General Manager and be responsible for identifying new business opportunities and driving the business growth within the company, developing a network of contacts to attract new clients.

Main Responsibilities:

- Identify and win new business opportunities leading to order target achievement.
- Own, co-ordinate, develop and analyse the company CRM, using the data to identify and implement improvement actions.
- Represent the company at meetings and events ensuring a thorough understanding of the client needs and the company capabilities.
- Understand the needs of clients and be able to respond effectively with a plan of how to meet these needs.
- Develop and implement strategic plans - seeing the bigger picture and in conjunction with senior management set aims and objectives to grow and improve the business.
- Facilitate and when necessary complete client RFI processes to enable vendor approval and ITT.
- Ensure team engagement in interactions throughout the organisation and ensure that they understand the need for change being clear on expectations.
- Discuss and contribute to marketing strategy and activities with the senior management and Marketing Management.
- Liaise with project managers, engineering, and colleagues as appropriate.
- Attend seminars, conferences and events where appropriate.
- Keep abreast of trends and changes within the fabrication, engineering, construction, and maintenance Industries and markets to identify growth opportunities.
- Develop annual budgets in conjunction with GMs and other senior colleagues.
- Monitor and report on achievement to plan and implement corrective actions when necessary.

Skills:

- 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.
- Excellent written and verbal communication skills - for communicating with a wide range of people, both internally and externally
- Some ability to understand and interpret engineering drawings
- Good IT skills, including the use of MS Excel, Word and PowerPoint
- A professional manner and presentable appearance for meeting clients
- Initiative and good decision-making skills
- The ability to motivate yourself and set your own goals
- Organisational skills
- Networking skills
- The ability to think strategically
- Initiative and the confidence to start things from scratch

Experience:

- Beneficial to have had experience within a similar role for an engineering/fabrication company
- Proven experience of successful business development
- Preference will be given to someone from an engineering or fabrication background such as involvement with Project Management or Shutdown Management roles
- Work experience within Petrochemical/Process/Power Industries Specifically:
 - Oil Refineries
 - Chemical Plants
 - Bulk Storage Terminals
 - Gas Fired Power Stations
 - Waste to Energy Plants
 - Steelworks
- Consideration will be given to someone who has had experience within Pharmaceuticals, Steel Industry, Nuclear Industry

Location :

North Killingholme, Immingham

Salary :

TBC

Benefits:

Company Pension
26 Days Holiday
Company Sick Pay
Life Insurance

Job Type :

Full time, Permanent
(37.5 hours per week)

Please send all CVs to
careers@unitbirwelco.com