

Business Development Manager

Role Profile

As the Business Development Manager, you will use your extensive knowledge of BMS and the BMS industry to work autonomously within the UK market, to develop new business with existing clients, as well as develop relationships with new clients in order to assist the Managing Director to grow the company over the next 3 years.

Reporting directly to the Managing Director you will form a key part of the company using your negotiation skills and experience to influence key stakeholders and decision makers in order to gain trust and new business.

Key Skills

- Experience within BMS UK Market
- An excellent understanding of BMS sales
- Exceptional technical knowledge of BMS and HVAC principles
- Demonstrable and successful sales track record
- Proven ability to lead within a commercial environment.
- Ability to provide monthly sales reports and forecasts to the Managing Director.
- Ability to build rapport with clients, understanding their needs and gather the information required to create an innovative, technical solutions.
- Ability to accurately price and quote projects, service contracts and small works jobs.
- Outstanding communication, verbally, written and face-to-face.

Benefits

- Salary £50-55k DOE
- Commission Structure
- Fully expensed company car/car allowance
- Pension contributions
- 25 days holiday
- Phone and Laptop

Personal Profile

You will be a self-motivated individual who takes pride in performing to the best of your ability. You will be able to work responsibly and autonomously under your own direction whilst maintaining regular contact with the rest of the team. You will be keen to progress in your career and help build on the success of this established small business, in preparation for a period of significant growth.