

Business Development Manager.

SUMMARY

Support GBDD, pursuing leads with both existing and prospective clients, predominately concentrate on selling in the North of the Brymor area (Hampshire, Surrey, Berkshire) of our regional working area

KEY RESPONSIBILITIES INCLUDE

- Pursue leads with both existing and prospective clients to create PQQ & ITT opportunities
- Attend weekly Tender Review and Preconstruction meetings
- Manage Customer Project Reviews
- Conduct market intelligence
- Portal usage

PRINCIPAL RESPONSIBILITIES AND ACCOUNTABILITIES

- Plan, manage and report on customer/client meetings
- Provide and input CRM data
- Arrange the CPR process, liaising with Op Directors and those staff conducting the survey
- Support GBDD, pursuing leads with both existing and prospective clients
- Contributing to the written proposal - both in terms of content and presentation, where required
- Contributing to PR
- Attending external marketing/networking events where required
- Supporting marketing documentation as required.

EDUCATION, QUALIFICATIONS AND TRAINING

Essential

Recognised qualification in English and mathematics

Desirable

Recognised construction qualification e.g. CIOB/RICS

ESSENTIAL TECHNICAL SKILLS AND EXPERIENCE

Proven track record of working within the construction industry

DESIRABLE TECHNICAL SKILLS AND EXPERIENCE

- 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 - needed for communicating with a wide range of people, both internally and externally
- Good IT skills, including the use of spreadsheets

- A professional manner and presentable appearance for meeting customers/clients
- Initiative and good decision-making skills
- Good organisational skills
- Good networking skills
- The ability to think strategically

If you would like you apply for this position please send an up-to-date CV and covering letter to recruitment@brymor.co.uk.

Applicants must have a Right to Work in the UK.