

Business Development Manager – Engineering Site Solutions

VACANCY: Business Development Manager – Engineering Site Solutions

LOCATION: M25 Corridor

ABOUT US:

Glenfield Invicta Limited is part of the AVK Group, market leaders in the design, manufacture and supply of valves, penstocks, fittings and flow control equipment to the Water, Wastewater, Oil and Gas and hydropower industries.

Glenfield Invicta's end to end Project Solutions provide market leading valve, penstock, and engineering site solutions excellence across a multitude of Utility and Non-Utility infrastructure projects.

An opportunity has arisen for a driven business development manager to join our newly re-structured sales team, operating across the southern region.

Are you someone who is passionate about developing new business relationships whilst delivering excellent customer service?

This is a great opportunity for someone looking to join a market leading company with full autonomy to develop and grow your career whilst benefiting from the support and network of the group, and lead and drive your geographical area in the preparation of critical tender bids

ABOUT THE ROLE:

Key responsibilities include, but are not limited to:

- Identify opportunities in line with the defined business growth strategies within the installation, servicing, repair, and refurbishment markets/sectors.
- Deliver the agreed sales and gross margin budgets and business plans for Glenfield Invicta in the Installation, servicing, repair, and refurbishment market segment.
- Ensure the commercial and contractual elements of each project are understood and clearly handed over to the delivery team.
- Work to develop strategic account plans to drive activity & build relationships.
- Identify new business opportunities and cross sell opportunities across the account.
- Negotiate commercial opportunities for business growth.
- Project manage the development of business growth opportunities.
- Manage and maintain the highest possible standards of Health and Safety in accordance with current legislation and procedures/policies.
- Drive your geographical area in preparing tender bids which will also include PQQ's ITN's, ITT's and Frameworks.
- Develop our customer information, engagement, and contact database (CRM and ERP).
- Manage time ensuring 80% spent with the customer and 20% providing comprehensive management reports and administration.
- Participate in monthly sales development and performance meetings.
- Ensure suitable external coverage (estimated 80% customer facing) of customer base.
- Provide monthly forecasts for bookings by customer, project, company, segment, and product range.
- Ensure company policies and procedures are adhered to.

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ABOUT YOU:

- Previous years' experience in a similar role ideally from a mechanical background.
- Degree within mechanical / manufacturing engineering subject preferable however not essential.
- Proven experience of dealing with key customers in a professional manner.
- Excellent communication and solution orientated problem-solving ability.
- Demonstrate attention to detail and observation.
- Flexibility to adjust workload priorities to take account of new deadlines.
- Continuous Improvement Mindset.
- Independent worker with excellent planning and organising skills.

WHAT WE OFFER:

- A culture of shared values, goals, attitudes, and business growth
- Employee Assistance Programme (Welfare and Wellbeing)
- Competitive salary
- 33 days holiday (including statutory Public Holidays)
- Life Assurance plan (x3)
- Company pension plan
- Discounts and cashback across many high-street and online retailers (Supermarkets, Entertainment, Fashion, Days Out, Technology, Home and Travel)
- A blend of training to help your career development

WORKING HOURS:

- 37.5 hours per week
 - Monday – Thursday 0830-1700
 - Friday 0830-1500

We know that our people are the most important asset to the AVK Group and we are looking for skilled, passionate and driven professionals to work with our inspirational leaders; to promote our culture, enable change and champion a lean environment.

APPLY NOW - Please send your up-to-date CV to careers@avkuk.co.uk