



VACANCY

Business Development Advisor

An opportunity has arisen within the organisation for the above position. Interested applicants who have the necessary knowledge, skills and attitude to fulfil the requirements are encouraged to apply.

Essentially the successful candidate will develop profitable and sustainable business from targeted territory by identifying clients and projects for conversion. Relationship building within building surveying, architectural, local authority, education, healthcare, utilities, industrial and commercial sectors. New account development is a priority.

This includes the following:

- Achieve profit targets which have been agreed with Operations Director.
- Identify and convert key prospects into business as agreed with Operations Director with the priority being Power accounts.
- Demonstrable achievement of sales generation in a roofing/cladding/construction services environment with the ability to accurately compile technical reports, site surveys and measurements.
- Essential understanding of risk assessments, H&S plans and handovers to contracts staff.
- Self organisation, influencing, communication and presentation skills alongside a sound marketing/sales understanding is important.
- Working at heights allied with competency in numeric detail, literacy and 'Microsoft Office' is essential. Strategic appreciation necessary.

It is likely that the successful candidate will be able to meet the following obligations:-

- Ensure optimum utilisation of BDA activity for future weeks in line with agreed targets, i.e. 20% objectives.
- Coordinate and ensure standards of monthly reporting for monthly Council of Advisors meeting.
- Ongoing monitoring & review of quality & quantity of enquiries.
- Strategic input for territory plans for team on an annual basis.
- Performance management input for BDA team to National Business Development Director including appraisal, training & development, disciplinary and grievance issues.
- Support BDA team in compilation and presentation of major client proposals including technical aspects.

If you are interested in applying for the position please submit a detailed letter and current CV to Brian Macauley which should explain the reason for your application and why you believe you are the most suitable candidate for this position.

If you would like any further information contact Becky on 01744 885885 or Heather on 01698 826928