



JOB DESCRIPTION

Job title
Business Development Manager
Name of person or job role reporting to
TBC
Responsibilities
<ul style="list-style-type: none">• Work closely with one/two of the main Board Directors to develop a comprehensive business development plan across the UK. A company Car and good benefits are available to the successful candidate.• Identifying new business opportunities, new clients and emerging products and services before creating strategies to successfully secure new business opportunities.• Help the business with its strategy of diversifying into new markets of carrying out other 'bolt on' works like: Electrical Installations in Buildings, PV and EV systems.• Building relationships with new clients, gauging their needs and developing proposals with the assistance of the business, and leadership team, to potentially satisfy these needs.• Maintaining and developing relationships with current clients.• Attending conferences and events to build relationships with industry partners and understand emerging markets/ products.• Should possess a strong understanding of the company's products, the competition in the industry and positioning.• Work hand in glove with internal marketing teams/ initiatives to ensure a cohesive approach to business development.• Work closely with members of the leadership team to understand the company's strategy, and help work towards its fulfilment.• The role would require nationwide travel and a minimum of 1 day a week in the Company's offices in Skegness, or elsewhere as agreed, to convene with the leadership team.• To ensure maximum flexibility and to reflect the Company's evolving needs, you may be asked to perform additional tasks that may be reasonably expected within your level of capability without additional remuneration.
Qualifications/Experience
<ul style="list-style-type: none">• A good knowledge of the electrical industry, leisure industry and/ or commercial sector would be very desirable.• Have a strong track record of building and diversifying client base, in previous roles.• Be able to develop strong, lasting relationships.• Excellent time management skills and the ability to multitask.• Background in the holiday park sector would be highly beneficial.• Prior knowledge of electrical distribution would be helpful, but not mandatory.
I hereby agree that I have read and understood the job description.
Signed _____ Date _____



Name