

## **Starfish Construction – Senior Business Development Manager**

### **The Role:**

We are currently recruiting a **Senior Business Development Manager** to support our continued growth in line with our Strategic Development Plans.

Your territory will cover **London and the South of England** with responsibility for generating new refurbishment projects relating to façade, building envelope and industrial and commercial roofing projects, licensed asbestos removal & fit-out projects.

Part of your role will be to use your experience to develop a high-motivated team of Business Development Managers to fulfil our ambitious growth plans across London and the south.

This role offers tremendous career advancement opportunities and commands exceptional earnings potential.

With a proven track record of success in Business-to-Business Development and Sales, you will be responsible for growing and servicing a portfolio of Blue-Chip clients who are in a position to provide year-on-year increases in Turnover. It would be beneficial but not essential if you have experience in Technical Sales in the Construction Industry. This is a Business-to-Business role, focusing on all sectors of the economy.

### **Main responsibilities of the role:**

- You will be responsible for developing a Territory Business Plan
- Managing and developing a team of BDMs across the south
- Secure projects which match our criteria
- Cold calling, networking, or other methods of producing interest from potential clients
- Design persuasive approaches and proposals to convert potential clients into business customers. You will develop and maintain existing accounts by presenting new solutions and services to clients
- Undertaking Sales Presentations to clients and potential clients, showcasing the company's services and Unique Selling Points
- Dealing with client enquiries
- Interfacing with our company's Technical Surveyors & Estimators to develop Technical Reports & Quotations
- Presenting Technical Reports & Quotations to clients and securing profitable orders
- Building positive long-term business relationships with clients.

### **To succeed in this role, you will have:**

- Ideally educated to HND or Degree level.
- Having experience in Technical Sales in a Construction environment would be advantageous but not essential.

- High standard of general literacy, numeracy and business acumen.
- IT literate; proficient in using key software systems, including Procore, Microsoft Office and Salesforce.
- Excellent people and relationship-building skills.
- Strong communication and interpersonal skills to communicate both written and verbally at all levels - site personnel, client and board level.
- Product and construction systems knowledge would be advantageous.

**Additional Information:**

- Our vision is to become the first choice provider of full building envelope solutions; by investing in our people and continuing to improve our skills within our field of expertise, we will be known for our commitment to safety, quality and sustainability for the benefit of our clients.
- In addition to a highly competitive salary and benefits package, we provide continuing learning and development opportunities within an excellent professional work environment.
- Fantastic career advancement opportunities.

**If you feel you have what it takes to join our company or would like to know more about any available positions, please complete the form at the foot of this page, upload your CV, and we will get back to you as soon as possible.**

**Starfish Construction is an equal opportunities employer.**