

United Kingdom Jobs Expertini®

Business Development Manager

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Company: Pareto

Location: London Area

Category: other-general

Job Title: Business Development Manager **Location:** East Grinstead (Flexible Hybrid) Embark on a Journey with a Pioneer in Eco-Innovative Climate Solutions **About The Client:** Step into the realm of innovation with a dynamic company at the forefront of revolutionising commercial building environments. Their philosophy transcends conventional air conditioning to craft the future of workplace comfort and sustainability. Through cutting-edge underfloor air conditioning systems, they make a bold statement: championing eco-friendly solutions that prioritise the planet, people, and efficiency in every design. This company's mission is to redefine spaces across the globe, making them greener, more adaptable, and utterly transformative. **The Opportunity:** This is a call to those passionate about making a tangible impact on the planet while driving commercial success. The Business Development Manager role, based in East Grinstead, is a chance to propel the company's growth to new heights and expand its market footprint. This position goes beyond sales; it is about being a pivotal player in a green revolution, forging lasting relationships, identifying untapped opportunities, and guiding the company's strategic journey toward unprecedented success. **The Role:** **Market Maverick:** Discover and pursue exciting new business opportunities across various sectors. **Relationship Architect:** Cultivate and maintain strong connections with key stakeholders, positioning the company as their go-to for innovative solutions. **Deal Dynamo:** Take the lead in negotiations, crafting deals that captivate hearts, minds, and markets. **Insight Investigator:** Conduct thorough market research and analysis, identifying trends, emerging needs, and opportunities. **Collaboration Champion:** Work closely with talented teams across departments to ensure strategies are seamlessly executed from pitch to

close. Performance Storyteller: Communicate the company's successes, learnings, and opportunities through detailed data and insights. Who They're Looking For: An individual with a robust background in HVAC or Building Automation, celebrated for their sales achievements. A strategic thinker skilled in navigating complex, multi-stakeholder solutions. A superb communicator and relationship builder, capable of working both independently and as part of a team. An analytical and strategic problem solver, adept at overcoming challenges. Why Join Their Team? Work-Life Harmony: Enjoy the flexibility of a hybrid work model. Unmatched Rewards: Competitive salary coupled with an uncapped commission plan and a comprehensive benefits package. If you're ready to play a significant role in a position that not only values your efforts but is essential to making a positive environmental impact, this is your opportunity to join a journey that promises both challenge and reward.

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