

Business Development Manager, MEP

Apply Now

Company: Trimble

Location: United Kingdom

Category: other-general

Your Title: Business Development Manager, MEP

Job Location: UK Remote (Milton Keynes Office Location working options available)

Our Department: AECO Trimble MEP

Are you a Business Development Manager looking for your next career opportunity?

Do you want to work with pioneering new technology in a company that is out performing its competitors?

Do you want a role of high importance, one with visibility and future career opportunities?

What You Will Do

Trimble MEP is the leading provider of integrated Building Information Modelling (BIM) services and solutions for the MEP industry. You'll have the opportunity to showcase our newer market offerings such as Stabicad Electrical, you'll find, pursue & maximise 3D Design sales opportunities for Trimble MEP in the UK.

You will sell Stabicad Mechanical, Electrical, Trimble Connect & ProDesign.

Remain current on industry trends, market activities and competitors, communicating accordingly.

Pursue enterprise level sales opportunities.

Manage allocated Key Accounts; identifying new selling opportunities within, renewing

annual support contract(s) and building long-term relationships.

Deliver limited software demonstrations unaided for selected products.

Work closely with the technical pre-sales team to agree and execute individual plans to land new customers.

Networking with related businesses and fostering B2B relationships.

Attend regular site meetings at other Trimble offices, customer premises and exhibitions as required.

Achieve Key Performance Indicators as set out by the Sales Management team.

Use Salesforce to log all customer contact, generate quotes & process your own orders.

Provide an accurate sales forecast for a month and quarter period when requested by the Sales Manager.

What Skills & Experience You Should Bring

You'll have a proven track record in selling software solutions within the construction industry and ideally within MEP (electrical and mechanical design software) You'll become skilled in understanding the value proposition of our technology & leverage this to maximise sales and to help our MEP division continue to grow.

Ability to travel (at least 20%), mainly within the UK.

Information About Your Location

We have an established office location in Milton Keynes but you can choose to work fully remote from within the UK. There is an expectation that you would be required to travel occasionally to our Milton Keynes office.

Join our team! With us you will work in a diverse, inspiring and innovative high-tech environment, with other highly talented experts. We will also offer you immediate opportunities to sell, a great commission scheme and other company benefits.

About OurMEPDivision

Our portfolio of construction management software solutions for today's MEP contractors and engineers—combined with our commitment to innovation and service—has made us an industry leader in over 150 countries. We've earned the trust of our clients because of our extensive knowledge in specialty trades and expertise in positioning technologies.

About Trimble

Dedicated to the world's tomorrow, Trimble is a technology company delivering solutions that enable our customers to work in new ways to measure, build, grow and move goods for a better quality of life. Core technologies in positioning, modeling, connectivity and data analytics connect the digital and physical worlds to improve productivity, quality, safety, transparency and sustainability. From purpose-built products and enterprise lifecycle solutions to industry cloud services, Trimble is transforming critical industries such as construction, geospatial, agriculture and transportation to power an interconnected world of work. For more information about Trimble (NASDAQ: TRMB), visit:

Trimble's Inclusiveness Commitment

We believe in celebrating our differences. That is why our diversity is our strength. To us, that means actively participating in opportunities to be inclusive. Diversity, Equity, and Inclusion have guided our current success while also moving our desire to improve. We actively seek to add members to our community who represent our customers and the places we live and work.

We have programs in place to make sure our people are seen, heard, and welcomed and most importantly that they know they belong, no matter who they are or where they are coming from.

Trimble's Privacy Policy

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#mepengineering

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