

Business Development Manager

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Company: talentspalogo

Location: United Kingdom

Category: other-general

adi Facilities Engineering Business Development Manager

About the Role

As the Business Development Manager, you will lead our sales efforts and drive growth for Facilities Engineering.

Specifically, your key responsibilities will include:

Devise and execute a sales strategy for the business region in collaboration with the FEs General Manager, aligning with corporate goals.

Manage sales and business development, identify and develop strategic business opportunities, and support multi-discipline projects.

Implement the regional business plan to promote alignment with corporate goals and provide strategic and operational support.

Oversee financial reporting, cost control, and profitability of business activities and orders/projects.

Develop operational plans for Key Accounts and maintain relationships with third-party vendors and strategic service partner networks.

Foster continuous improvement and work with other Group businesses to identify new opportunities for Group services.

Develop new key customer relationships each year, primarily in the food & beverage and

automated logistics industries, generating revenue, including multi-year maintenance contracts for facilities and utilities operation and maintenance.

Manage existing and new clients to ensure contract performance and continuous growth.

About you

We would like to hear from you if you have:

Proven track record in facilities engineering sales and business development.

Good understanding of the food and beverage industry

Strong communication and interpersonal skills

Ability to develop and execute effective sales strategies

Strong analytical and problem-solving skills

Experience managing and leading a sales team

Ability to work independently and as part of a team

Willingness to travel as needed

The Benefits

The adi Pit Stop – savings and discounts portal with Reward Gateway

Healthcare cash plan with BHSF

24/7 GP helpline including private electronic prescription service

Enhanced Employee assistance programme

Cycle to work scheme

Employee referral bonus of £500 for every successful new employee

Generous holiday allowance

Celebration days

Company-wide Christmas party for employees and partners

Annual employee awards

Long service awards

Free workwear

The company

Find out more about adi -

Other organisations may call this role a Facilities Services Sales Manager, New Business Manager, Business Development Manager, Facilities Engineering Business Development Manager.

Adi Group is fully committed to the principle of equal opportunity in employment and seeks to ensure that the careers of all employees are determined solely on merit and opportunity and that judgement of employees are free from the effects of bias and prejudice.

So, if you're seeking your next challenge as a Business Development Manager, please apply via the button shown.

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Cross References and Citations:

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