

Business Development Manager

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Company: The Green Recruitment Company

Location: United Kingdom

Category: other-general

The Green Recruitment Company is partnered with a leading UK energy consultancy delivering unique end-to-end solutions to our customer's energy requirements helping reduce energy costs, explore new solutions and technologies to become more energy efficient and greener in an increasingly environmentally conscious world.

Job Summary:

The Business Development Manager is responsible for driving new business acquisition within the public sector surrounding the business' energy and decarbonisation service offerings.

Key Responsibilities:

Generate and qualify leads from existing and new contact lists.

Develop relationships with senior decision makers within potential customers and customer representative groups.

Arrange and conduct meetings with prospective customers to discuss services proposition surrounding their energy and decarbonisation requirements.

Manage ongoing customer relationships throughout the sales process.

Record sales activity and maintain a strong pipeline of future opportunities.

Close sales and ensure appropriate contract documentation is finalized.

Contribute to marketing activities to generate leads across different sectors.

Meet Key Performance Indicators (KPIs) for sales activity and report performance regularly.

Qualifications and Experience:

A-level or equivalent qualification.

Minimum of 5 GCSEs or equivalent.

Strong track record of sales to large organizations.

Understanding of the energy industry + public sector procurement and/or sustainability & decarbonisation services.

Experience building and delivering a pipeline of sales opportunities.

Experience working with senior decision makers and meeting sales targets.

Coordinating the delivery of industry-leading bids and proposals.

Skills and Abilities:

Proficient in Microsoft Office packages.

Excellent presentation and communication skills.

Ability to build and maintain relationships with senior decision makers.

Effective management of the sales pipeline.

Resilient nature, capable of overcoming obstacles and maintaining momentum.

Commercially astute with the ability to analyse complex issues.

Intellectually and operationally agile, capable of adapting to changing contexts.

Courage and tenacity to challenge the status quo.

Displays integrity, sincerity, and commitment to personal development.

Ability to plan, prioritize, and manage conflicting deadlines effectively.

Demonstrates commitment to equality, diversity, and inclusivity.

Additional Attributes:

Commitment to delivering equality, diversity, and inclusivity in recruitment.

Role model for company values: Caring, Trustworthy, and Proud.

Maintains professionalism and upholds company image internally and externally.

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