

United Kingdom Jobs Expertini®

Business Development Manager

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Company: Worley

Location: United Kingdom

Category: other-general

Worley is a global professional services company of energy, chemicals and resources experts headquartered in Australia. Right now, we're bridging two worlds as we accelerate to more sustainable energy sources, while helping our customers provide the energy, chemicals and resources that society needs now.

We partner with our customers to deliver projects and create value over the life of their portfolio of assets. We solve complex problems by finding integrated data-centric solutions from the first stages of consulting and engineering to installation and commissioning, to the last stages of decommissioning and remediation.

Business Development Manager – Mining, Minerals, Metals and Battery Active Materials Sectors

Benefits: Flexible Working, Hybrid Working Model, Pension, Extra Holiday Purchase Scheme, & Many More.

Role Context:

Worley is seeking a results-driven Business Development Manager to join our team located in the Stockton office. The successful candidate will play a vital role in identifying and pursuing new business opportunities, creating & developing strategic partnerships, and contributing to the overall growth and success of Worley, across a wide geographical area including parts of Europe

You'll be:

Developing and implementing comprehensive business development strategy aligned with Worley's goals. Identify key growth areas and opportunities.

Building and maintaining strong relationships with existing clients while actively seeking new partnerships. Understand client needs and align Worley's services to meet those requirements.

Leading the development of compelling proposals and presentations in collaboration with technical teams. Ensure that proposals effectively communicate Worley's value proposition to clients.

Meeting and exceeding revenue targets through the identification and pursuit of new business opportunities. Collaborate with internal teams to ensure successful project execution and client satisfaction.

Representing Worley at industry events, conferences, and networking opportunities. Leverage these forums to enhance Worley's visibility, identify potential clients, and stay abreast of industry trends.

Role Requirements:

Proven experience in business development within the Engineering, Procurement, and Construction Management (EPCM), PMC or similar related service offering in the Mining, Minerals, Metals and Battery Materials Sectors

A strong understanding of the Mining, Minerals, Metals and Battery Active Material Sectors

Demonstrated ability to build and maintain client relationships.

Results-oriented with a track record of meeting or exceeding revenue targets.

Strategic thinker with the ability to analyse market trends and identify growth opportunities. A self-starter than can work independently as well as in a high-performance team environment. Proven track record of selling professional services within a complex environment. Leading proposal development and engagement in the market and positioning strategy. Be able to travel Nationally and Internationally Foster collaboration across the organization to ensure customer satisfaction, project execution success. Develop and continuously update the trends impacting customers across your portfolio. Demonstrate the ability to develop and implement successful Go-To-Market strategies for your pursuits.

Key account management experienceExposure to a broad range of commodities, including process and mining solutions across a Tier 1 customer base.

Moving Forward:

We want our people to be energized and empowered to drive sustainable impact. So, our focus is on a values-inspired culture that unlocks brilliance through belonging, connection and innovation.

We're building a diverse, inclusive and respectful workplace. Creating a space where everyone feels they belong, can be themselves, and are heard. And we're not just talking about it; we're doing it. We're reskilling our people, leveraging transferable skills, and supporting the transition of our workforce to become experts in today's low carbon energy infrastructure and technology.

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