

## Street Lighting Business Development Manager

[Apply Now](#)

Company: EQUANS

Location: United Kingdom

Category: computer-and-mathematical

Equans is a renowned energies & services contractor and a proud member of the Bouygues global industrial group. Our expertise spans the design, construction, and maintenance of buildings and critical infrastructure worldwide.

We have a great opportunity for a Business Development Manager to support our growing street lighting and highways electrical infrastructure business across Southern England. The role will involve further developing existing client relationships along with identifying new ones and with that create a pipeline of opportunities.

### **Key activities**

Ensure all contacts have been entered into the CRM and are up to date. It will be crucial for the BDM to always capture any contacts line-managers details if not already know. Accurate understanding of our clients organisation will be essential in understanding who are the decision makers and influencers

Make sure all opportunities are entered into the company CRM for review on a monthly basis immediately once data has become available. Ensure all data is kept up to date

The BDM will be set specific sales targets and KPIs. The company will require the BDM to at least meet the expectations set. The accountability of success within the client will sit with the BDM

Work in collaboration with the internal Business Development team to ensure all bid programmes which have been agreed for resource, have the appropriate timelines allocated to them to enable planning across the business

Work closely with strategic and focus clients to build strong trusted relationships, continually seeking to exceed their expectations and always requesting feedback on any failed proposal

Create an annual sales strategy to deliver success in the agreed territory. Your sales strategy should be produced during the first 12 weeks of your employment and at least 12 weeks prior to any new calendar year

Attend any agreed supplier training days where requested, to obtain deep knowledge of technology and industry intelligence. It will be an essential part of the role to become trusted advisers within our strategic accounts

The role will be predominantly customer facing, however there will be expectations on the BDM to attend internal meetings which may be at various offices throughout the U.K. There will also be monthly sales meetings where all the team will be expected to attend in person

Working with the internal Business Development team, inform them of industry news and/or forthcoming tenders opportunities

Offer support and input to the Business Development team in the production of documents for bid, ITT and PQQ submissions

Demonstrate a flexible attitude to supporting the wider Equans UK community in any agreed pre/post tender process. This may include assisting in the creation of documentation or offering insights as to how best to answer a specific questions raised within any tender

Ensure all submissions produced are aligned with corporate brand guidelines and company bid management standards

Respond to any customer inquiries or requests promptly and in line with their expectations. Never over commit and always strive to over deliver

Assist with the production of bid presentation material in cooperation with the Business Development team

Promote innovative ways to add value and work more efficiently. Always seek to reduce costs and act in the companys interest

Work collaboratively with other Bouygues business entities to shape stronger product and

solution offerings.

### **Skills, qualifications & experience**

Proven business development skills, ideally within the street lighting and the highways electrical environment

Strong communication, interpersonal and presentation skills with the ability to influence an audience

Proactive, self-motivated with strong networking ability and contacts within the sector

Strong analytical and financial management skills

Previous experience in preparing winning tenders

### **We offer an excellent benefits package including:**

Generous holiday allowance

Car allowance

Single use private health care

health check

Pension

Company share scheme

Cycle to work scheme

Employee assistance programme (Private GP Appointments, Legal support, Counselling)

### **Who are we?**

EQUANS is a world leader in energy services with nearly 15,000 employees working in more than 50 countries, with an annual turnover of over 17 billion euros.

In the UK & Ireland, EQUANS is a provider of technical, FM, regeneration and energy services with specialist capabilities in smart buildings, green mobility, district & embedded energy and decentralised renewables.

EQUANS 13, UK & Ireland employees combine these activities to help businesses, public sector organisations and government to embrace the energy transition towards net zero, and

also the digital & industrial transitions that are redesigning the way we move, work and live.

EQUANS is a Bouygues group company.

### **Whats next?**

If this role is of interest to you, please click below to register, apply, and track your progress! A member of our Resourcing Team will review your application and be in touch.

At Equans we are committed to delivering a culture where everyone's voice is heard and supported. We know the value a diverse workforce creates, delivering better results for our people, customers, and stakeholders. Diversity and inclusion is at the core of what we do, should you join Equans you'll find a welcoming and open workplace where you're supported and encouraged to be your true self at work. You'll also have access to our growing employee networks including WiE (Women in Equans), RISE (BAME), LGBTQI+, Working Parents, YPN (Young Professionals Network) and our Disability Network.

For this role, you must have evidence of the right to work in the UK. Unfortunately, we are not able to offer a re-location package with this job role. Certain roles may require applicants to undergo a Disclosure check, as noted in the role requirements.

The EQUANS Resourcing Team supports this job advert. Agency involvement is not required. All related enquiries must come to the resourcing team not direct to EQUANS Managers.

[Apply Now](#)

### **Cross References and Citations:**

- 1. Street Lighting Business Development Manager Parisjobs Jobs United Kingdom Parisjobs ↗**
- 2. Street Lighting Business Development Manager Jobsmyanmar Jobs United Kingdom Jobsmyanmar ↗**
- 3. Street Lighting Business Development Manager Jeddahjobs Jobs United Kingdom Jeddahjobs ↗**
- 4. Street Lighting Business Development Manager FindwordpressjobsJobs United**

Kingdom [Findwordpressjobs](#)

5. Street Lighting Business Development Manager [TokyojobsJobs United Kingdom Tokyojobs](#)

6. Street Lighting Business Development Manager [Tutorjobs Jobs United Kingdom Tutorjobs](#)

7. Street Lighting Business Development Manager [Servicemanagementjobs Jobs United Kingdom Servicemanagementjobs](#)

8. Street Lighting Business Development Manager [Managerjobsnearme Jobs United Kingdom Managerjobsnearme](#)

9. Street Lighting Business Development Manager [Environmentaljobs Jobs United Kingdom Environmentaljobs](#)

10. Street Lighting Business Development Manager [Cardiologistjobs Jobs United Kingdom Cardiologistjobs](#)

11. Street Lighting Business Development Manager [Londonjobs Jobs United Kingdom Londonjobs](#)

12. Street Lighting Business Development Manager [Europajobscentral Jobs United Kingdom Europajobscentral](#)

13. Street Lighting Business Development Manager [Microbiologistjobs Jobs United Kingdom Microbiologistjobs](#)

14. Street Lighting Business Development Manager [UkjobopportunitiesJobs United Kingdom Ukjobopportunities](#)

15. Street Lighting Business Development Manager [SchoolcounselorjobsJobs United Kingdom Schoolcounselorjobs](#)

16. Street Lighting Business Development Manager [CraigsjobsJobs United Kingdom Craigsjobs](#)

17. Street Lighting Business Development Manager [Developerjobs Jobs United Kingdom Developerjobs](#)

18. Street Lighting Business Development Manager [TraveljobsJobs United Kingdom Traveljobs](#)

19. Street lighting business development manager [Jobs United kingdom](#)

20. AMP Version of Street lighting business development manager [Jobs United kingdom](#)

21. Street lighting business development manager [United kingdom Jobs](#)

22. Street lighting business development manager [Jobs United kingdom](#)

23. **Street lighting business development manager Job Search** ↗

24. **Street lighting business development manager Search** ↗

25. **Street lighting business development manager Find Jobs** ↗

Source: <https://uk.expertini.com/jobs/job/street-lighting-business-development-manager-united-kingdom-equans-69705bc1ef/>

Generated on: 2024-05-02 by Expertini.Com