

Job Reference: Business Development Manager

Employer: Aqua Protec Ltd

Department: Sales

Location: National Office, Stockwood Business Park with (National Travel)

Job Type: Permanent

Working Pattern: Full Time 37.5 hours per week

Salary: £30,000 +

Benefits: Commission, Performance related bonuses, Company Car, Pension

Job Description

The unique opportunity for a Business Development Manager to join our team to add to our continued success in bidding for contracts through private and public procurement channels.

This role provides opportunity for an experienced salesperson to utilise their skillset to manage the sales team in achieving sales targets and objectives through effective; bid writing, surveying, estimating, negotiation, lead generation, project management and marketing.

The Sales Department have a clear sales and marketing strategy. The Business Development Manager will be an integral part of managing and implementing these marketing strategies in accordance with Company branding and ethos and will be responsible for writing bids supported by an extensive portfolio of Accreditations and Registrations which are maintained up to date by our Quality Manager to enable successful procurement of new business.

The successful candidate will work within an experienced team, reporting progress to Company Stakeholders and responsible for the line management of other members of the sales team. The Business Development Manager will also work with Project Managers who have a strong technical understanding of our products, services, and legislative regulations and guidelines.

Aqua Protec uses pioneering CRM software to enable fluid tracking of sales opportunities to predict, monitor and report on progress. The Company Practices Prince 2 Project Management methodology to initiate new accounts and projects acquired. All services are sold and delivered in line with LCA (Legionella Control Association) Service Delivery Standards.

Through the Company's Skills Development Programme, the successful candidate will be mentored in key areas as required, ensuring thorough support in developing; understanding of the Company including its values and policies, technical understanding of the services and products being sold, and effective marketing and bid writing within the industry.

The Company

Our ethos is to deliver our services to the highest industry standards. We are looking for ambitious and conscientious individuals to join our team to help us achieve this.

Aqua Protec is a well-established Company in the Water Treatment and Hygiene industry based in the Midlands, having delivered our services and products within the Healthcare, Education, Hospitality, Housing Association and Construction Sectors since 1990.

Our growing workforce are recognised for exceptional customer care, providing high quality products and punctual service delivery to our clients.

We are committed to recruiting individuals to our team who share our ethos and want to work towards achieving our Company vision, ensuring that the building users of our clients, for example, patients, students, families and workers, are safe from Waterborne Pathogens. At Aqua Protec we work together to exceed our Customers' expectations by; doing what we say we will do, looking after ourselves and others, investing in relationships, communicating openly and honestly, developing innovative ideas and solutions and always delivering and excellent service. We expect our team members to share our values demonstrating a genuine commitment and ability to work in this way.

It is an exciting time to join Aqua Protec. We take an innovative approach to the industry, developing new products and services that enhance the ability to maintain water quality. We embrace new technology investing in specialist software that enables fluid workflow. Our reputation for providing services to a high standard, combined with our continued evolution of technology has generated considerable business growth allowing for those who join our team abundant opportunity to develop their career within the Company.

If you share our ethos and values, we would love to hear from you!

Aqua Protec is committed to enrolling all personnel on our Skills Development Programme. The Skills Development Programme is a pathway designed to assist you in maximising your potential. No matter where you are in your career, we believe that investing in your professional development will enable you to get the maximum satisfaction out of your job role.

Person Specification

Qualifications

Essential	Desirable
<ul style="list-style-type: none">English, Maths, Science and ICT GCSE or equivalentFull UK driving licence	<ul style="list-style-type: none">A-Level or Level 3 NVQ, foundation degree, HND or DipHE, in a relevant fieldPrince 2 Practitioner or equivalent project management certification

Experience

Essential	Desirable
<ul style="list-style-type: none"> • Managing multiple deadlines • Handling concurrent projects • Reporting to line managers • Customer facing / customer service experience • Identifying project objectives for example interpreting buyer specifications • Meeting with buyers • New business lead generation • Identifying new business opportunities • Bid writing • Estimating / Costing projects • Working across multiple geographical locations • Developing and implementing marketing strategies • Reporting to executive level stakeholders • New contract initiation • Account Management 	<ul style="list-style-type: none"> • Experience working within the water industry • Responsible for line-management of other team members

Skills and Knowledge

Essential	Desirable
<ul style="list-style-type: none"> • Proficient in using Microsoft Office and Social Media platforms such as LinkedIn and Twitter • Excellent ability to communicate in writing • Excellent ability to communicate verbally 	<ul style="list-style-type: none"> • Understanding of Prince 2 Project Management Strategy • Proficient in using CRM packages • Understanding of LCA (Legionella Control Association) service delivery standards • Knowledge of industry relevant legislation and guidelines; including but not limited to, ACoP L8, HSG274, HTM04-01

Personal Qualities

Essential
<ul style="list-style-type: none"> • Organised and able to manage tight deadlines and significant workloads • Able to communicate effectively with a variety of levels and roles within a team environment • Attentive to detail and an eye for immaculate presentation • Confidence to drive nationally to unfamiliar locations • Personable and approachable • Warm telephone manner • Able to use initiative, problem solve and apply critical thinking • Shares in Company values and ethos

Important Information:

- Aqua Protec is an equal opportunities employer.
- Aqua Protec offers excellent training and career development opportunities.
- You will be subject to an enhanced DBS check in order to visit buyer and client sites.
- You must hold a full valid UK driving license.
- You must be able to provide proof of eligibility to work and live in the UK.

How to apply

Please visit our website www.aquaprotec.co.uk/apply-now to upload your CV

This job advert will close as soon as sufficient applications have been received. Please apply as soon as you can if you are interested in this position to ensure that your CV is considered.