

Job Reference: Business Development Manager

Employer: Aqua Protec Ltd

Department: Sales

Location: National office and remote working

Region: Midlands

Job Type: Permanent

Working Pattern: Full Time 37.5 hours per week

Salary: £25,000 - £30,000 + OTE Bonus

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

Job Description

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

This role provides opportunity for an experienced Business Development Manager to utilise their skillset in achieving sales targets and objectives through effective; bid writing, surveying, estimating, negotiation, lead generation and account management.

The Business Development Manager will be an integral part of implementing sales strategies in accordance with corporate strategy, branding and ethos and will be required to work autonomously to utilise effective techniques to engage in and build new client relationships. The successful candidate will also 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.

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 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 investing in relationships, communicating openly and honestly, developing innovative ideas and solutions and always delivering an 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 developing specialist software that enables increased productivity and 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.

Important Information:

- Aqua Protec offers excellent training and career development opportunities
- You will be subject to an enhanced DBS check in order to visit 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
- Aqua Protec is an equal opportunities employer

Person Specification

Personal Qualities

- 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
- Being aware of market trends and competitors
- Personable and approachable
- Warm telephone manner
- Presentation Skills
- Able to use initiative, problem solve and apply critical thinking
- Maintaining a positive attitude that inspires co-workers and clients to grow the business
- Word processing and spreadsheet skills

Work Experience

- 2+ years in a Business Development or Sales Role
- Water Industry Experience (preferable)

Qualifications

- English, Maths, Science and ICT GCSE or equivalent
- A-Level or Level 3 NVQ, foundation degree, HND or DipHE, in a relevant field (preferable)

How to apply

Please send your CV and cover letter to recruitment@aquaprotec.co.uk Please ensure you include the role you are applying for.

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.