

Job Reference: Junior Business Development Manager

Employer: Aqua Protec Ltd

Department: Business Development

Location: National office and remote working

Region: Midlands

Job Type: Permanent

Working Pattern: Full Time 37.5 hours per week

Salary: £20,000 - £25,000 + OTE Bonus

Benefits: Commission, performance related bonuses, company car allowance, pension

Job Description

The unique opportunity for a Junior Business Development Manager to join our exciting business development team adding to our continued success in the water industry.

This role provides opportunity to learn and develop business development skills in a high paced sales environment. The role is versatile and the successful candidate will be responsible for a range of business development activities including online marketing, networking, bid writing, surveying, estimating, negotiation and account management.

The Junior 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 preparing proposals 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.

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 services to the highest industry standards. We are looking for ambitious and conscientious individuals to join our team of experts to provide the NHS and other areas of the Health and Social care sector with our gold standard services.

Established in 1990, the Company has provided products and services in the water industry for over thirty years. 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.

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.

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

Qualifications and Experience

| Essential | Desirable |
|--|---|
| <p>Either</p> <ul style="list-style-type: none"> • Bachelor’s degree <p>or</p> <ul style="list-style-type: none"> • One year experience within the water industry or sales/marketing role. | <ul style="list-style-type: none"> • Knowledge of industry relevant legislation and guidelines; including but not limited to, ACoP L8, HSG274, HTM04-01, Water Regulations. • Business Development Training |

Personal Qualities

| Essential |
|---|
| <ul style="list-style-type: none"> • 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 |

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.