

	<h1>Business Development Manager</h1>	<h2>Job Description</h2>
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Department:	Sales
Location:	UK
Reports to (Position):	Sales and Business Development Manager

Position Description; Scope of the role:
Drive the business development in existing and new markets

Supervisory & Line Management Responsibilities:
<p><i>List the positions / job titles within the organization who report into this position.</i></p> No direct line reports

Main Responsibilities and Activities:
<ul style="list-style-type: none"> • To identify strategic business opportunities for First Subsea to generate revenue • Having the ability to recognise opportunities and the sales experience to nurture prospects into clients • Develop a portfolio of clients into key accounts and lead the sales strategy for Northern Europe • Develop and deliver a rolling regional strategy, updating every quarter, submitted Dec, March, June and Sept. • Business planning to achieve regional strategy • Generate leads through market and client research • Develop our portfolio of prospects into clients • Develop clients into Key Account status • Reporting of Key Quotations to the SBDM on the 1st day of each month • Reporting of Long Term Prospects to the SBDM on the 1st day of each month • Develop multiple contacts with each Client account (influencers, decision makers and product champions) • Identify new areas for product development • Identify new technologies, licensing and partnership opportunities • Implement marketing, advertising and promotion planning • Plan; prioritise activities and customer/prospects towards achieving agreed business aims, including costs and sales. • Execute the responsibilities of a Sales Manager according to the lawful and ethical standards as referenced in the Company Handbook • Extensive travel

Critical Factors and Competence Requirements	
<p>Status Codes: E = Essential requirement that must be met before a candidate is appointed P = Preferred requirement. Candidate may be appointed, with discretion, without full achievement of criterion but the indicated competence should be developed</p>	Status Code
Management, Supervisory and Technical Competencies	E or P
• Managerial, sales and marketing	E
• Proposal management, negotiation skills	E
• Plenty of initiative	E
• Positive attitude	E
• Business Issues Awareness	E
• Business Performance Management	P
• Decision Making	P
• Inter Personal Skills	E
• Leadership	P
• People Performance Management	P
• Strategic Thinking	E
• Business Planning & Financial Management	P
• Client Relationships	E
• Commercial Awareness	E
• Customer Knowledge & Focus	E
• Market Awareness & Insight	E
• Project Management Process Skills	E
• Sales Process	E
• Technical Product Knowledge	P
• Technical Innovation	P

Qualifications / Experience	E or P
• At least 10 years experience in the manufacturing or engineering industry, 5 of these will have been at sales and marketing level	P

Personal Skills / Physical Requirements	E or P
• Must be a self-confident, enthusiastic, smart and personable individual	E
• Good communication skills – presentation, verbal and written	E
• Ability to demonstrate professionalism in building client relationships	E
• Managerial, Sales and Marketing	E
• Proposal management and negotiation skills	E
• Cultural sensitivity	E
• Extensive travel	E
• Ability to balance risk and reward	E