

	<h1>Business Development Manager</h1>	<h1>Job Description</h1>
-----------------------------------------------------------------------------------	---------------------------------------	--------------------------

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:

List the positions / job titles within the organization who report into this position.

No direct line reports

Main Responsibilities and Activities:

- 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	
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	
Management, Supervisory and Technical Competencies	Status Code
• 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