

Automated Building Controls Limited

JOB DESCRIPTION

Business Development Manager

- Full Time.
- 40 hours per week plus travel.

| Department | Region | Office |
|-----------------------|--------|-----------|
| Maintenance Contracts | London | Wokingham |

ABEC Background

- ABEC is a BMS and Energy Management Specialist carrying out Projects, Maintenance, Energy support and IoT/Smart Buildings support for both new customers and a large existing contract base.
- ABEC is a professional organisation with a turnover of c£7M with offices in Tewkesbury, London and Wokingham, consisting of over 53 staff and a network of sub contractors and suppliers with a plan to grow over the next few years.

The Role

The company wishes to appoint a Business Development Manager to support the current sales team. The role will be focused on developing new relationships and provided growth in our Maintenance and Energy sectors within the region.

We have some major customers in the region that we have targeted for improved growth. This requires local support and face to face meetings in their London Bridge HQ location. This customer although not the sole focus will form a major contributor to targeted new works and contracts for this new role.

The main driver in filling this new role is as the business embarks on a new 5 year plan to significantly grow the business, particularly in the BEMS Maintenance and Energy sectors.

Head Office

7 Miller Court, Severn Drive, Tewkesbury Business Park, Tewkesbury, Gloucestershire GL20 8DN
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Regional Offices Birmingham, Cardiff, Horsham and London

Automated Building and Energy Controls Ltd

Registered in England and Wales No: 5055271

Responsibilities

- Develop new and existing client base in the region stated above, working closely with the Sales Director to identify specific market sectors and customers.
- Maintain sales relationship through the contract lifecycle, enhancing sales opportunities from these existing relationships.
- Deliver to annual (and growing) sales targets as issued by the Sales Director.
- Prepare professional bid packages in line with company standards.
- Work closely with the Sales Director reviewing margins and cost base to ensure ABEC bid and package is competitive.
- Work closely with the Sales Director and team ensuring ABEC are innovative and able to exceed customer expectations.
- Play an important role and report regularly in weekly, monthly and quarterly sales meetings ensuring as a business we are on track with targets and objectives.
- Update and maintain ABEC CRM package (Salesforce) on a weekly basis.
- To undertake any other duties as requested by senior staff within ABEC

Liaise with

- Managing Director
- Sales Director
- Operations Function & Administration Team
- Technical Account Managers
- Sales Administrator

Line Management

The line manager for this new role is the Sales Director.

Relevant Experience, Skills & Knowledge

| Essential | Desirable |
|--|--|
| <ul style="list-style-type: none"> • Minimum of 5 years' experience in a face to face sales role. • Demonstrate experience of delivering (and exceeding) to annual sales targets. • Demonstrable experience of developing new relationships from a zero client base in a region. • Demonstrable experience of securing client meetings through telephone prospecting. • Demonstrable experience of understanding and delivering excellent customer care. • Demonstrable experience of compiling bid packages, and responding to PQQ's. • Fluent with Microsoft Excel and Word | <ul style="list-style-type: none"> • Experience within Facilities Management, Construction, or Engineering industry. • Experience of selling BMS maintenance and energy services to new and existing client base. • Have existing relationships/contacts either end users or via FM's to support building a pipeline of opportunities |

Relevant qualifications

| Essential | Desirable |
|--|--|
| <ul style="list-style-type: none"> • Educated to "A" level or equivalent. | <ul style="list-style-type: none"> • First degree holder (minimum 2:2). • Completed relevant business and sales management courses (e.g. Solution Selling course). |

Communications and interpersonal skills

| Essential | Desirable |
|--|------------------|
| <ul style="list-style-type: none"> • Excellent written & verbal communication skills. • Excellent presentation skills. • Accuracy and attention to detail. • Proactive attitude. • Comfortable working as part of a team. | |

Benefits

- Salary of £40,000 to £45,000 per annum dependant on experience and qualifications.
- Annual performance related bonus scheme. (unlimited)
- 25 days holiday
- Contributory pension (3% employer contribution)
- Private health and life assurance cover (3x salary) after 12 months
- Company car or cash allowance (£4,800 per annum)
- Mobile phone, laptop etc