

Job Overview:

Business Development Manager

Job Title: Business Development Manager	Location: King's Cross, London	Company: Gratte Brothers Building Services Maintenance (GBBSM)
Reporting to: Managing Director	Key Stakeholders: Senior Management Team Commercial Team Group BD representatives	

Job Purpose:

The Business Development Manager will be responsible for driving the growth of the business by identifying new opportunities, fostering relationships with existing and potential clients, and expanding our customer base. The role will focus on enhancing the company's presence within Greater London by targeting end-users, consultants, PQS, managing agents, and FM companies. The individual will be a key member of the senior management team, helping to shape and execute the company's business development strategy.

Key Areas of Responsibility:

Sales & Client Development:

- Identify new sales leads and business opportunities within Greater London.
- Maintain and strengthen relationships with existing customers to ensure continued business growth.
- Cultivate strong leads and utilise industry connections with key stakeholders such as end-users, consultants, managing agents, and FM companies.
- Develop a sustainable tender pipeline and ensure strategic focus in bid/no-bid decision processes.

Prospecting & Business Growth:

- Actively prospect for potential new clients, ensuring a steady pipeline of opportunities.
- Monitor competitor contracts and identify renewal opportunities to secure new business.
- Attend networking events and engage with industry stakeholders to create new business leads.
- Drive and implement business sales strategies that align with overall company objectives.

Client Engagement and Relationship Management:

- Set up meeting between client decision-makers and senior company leaders.
- Foster strong relationships with prospective clients, building long-term partnerships.
- Attend industry and corporate-sponsored events to connect with key client bases.
- Conduct regular reviews and catch-up meetings with key clients, involving senior management when necessary.

Sales Strategy & Bid Management:

- Plan and execute approaches for tenders and pitches to secure new business.
- Work closely with senior management and the commercial manager to develop proposals that meet client needs.
- Accurately maintain the CRM system with up-to-date client information, forecasts, and pipeline data.
- Track client activities, progress on deals, and work to close opportunities in line with sales targets.

Collaboration & Cross-Functional Liaison:

- Liaise with the operational and commercial management teams to maximise opportunities across group services.
- Collaborate with the marketing team to ensure submissions like pre-qualification questionnaires (PQQS) are delivered within the required timescales.
- Regularly communicate with internal stakeholders to stay updated on operational capabilities and service offerings.

This is a broad overview of the position and does not encompass all aspects of the role. Gratte Brothers are an equal opportunities employer and welcome applications from all.

Knowledge & Experience:

- 10 years' experience in a sales or business development role, specifically within the technical building services and facilities management sectors.
- Demonstrated success in securing orders within the building services industry, covering areas like new build, refurbishment, fit-out, plant replacement, and repairs/maintenance.
- Extensive understanding of the building services sector, including projects and maintenance.
- Familiarity with operational delivery and the technical intricacies of the industry.
- Proven ability to identify and approach key decision-makers within prospective client organisations.

Attributes & Skills:

- Good commercial aptitude to interface with senior management team.
- Strong communication skills & IT fluency.
- Good understanding of operational delivery.
- Working knowledge of Adobe InDesign preferable.
- Good knowledge of Group Operating Businesses desirable.
- Ability to communicate with internal and external key decision makers.
- Creative talents and the ability to adapt to client's expectations.
- In-depth knowledge of the industry & its current events.
- The ability to handle pressure efficiently and meet deadlines.
- Skilled in prioritising and triaging obligations.
- Attention to detail.
- Excellent time management and organisational skills.
- Facilitating client meetings (involve GB key decision makers when required).