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| Job Title | Business Development Manager |
| Business Unit | Infrastructure |
| Location | Dartford |
| Purpose | * Drive sales for materials testing (South) |
| General  Responsibilities/Specific Duties: | * Champion and promote SOCOTEC`s construction materials testing services predominantly in South of the UK * Prepare, publish and report against an annual business development plan and deliver challenging business sales growth targets * Proactively develop new business relationships and follow up potential new business opportunities in those target sector markets aligned with the strategic objectives of the infrastructure business * Manage and maintain accurate records of business development activity including regular reporting * Provide market feedback including, but not limited to, pipeline business, market trends, market intelligence, potential customers and competitor activity * Network with existing and prospective clients to maintain their awareness of SOCOTEC’s Infrastructure capabilities * Liaise with SOCOTEC's other estimating and business development staff to identify cross divisional opportunities * Ability to travel extensively throughout North England, work autonomously, and maintain good communication lines with the Commercial and Operation Teams * Support the preparation of PQQ and tender documentation when required |
| Objectives | * Achieve personal KPI’s & also the t/o for MSO |
| Qualification | * English & Math – Pass grade |
| Competencies | * Excellent working knowledge of construction materials testing to include laboratory and field British and European Standards * Soils * Aggregates * Concrete * Bitumen / asphalt |
| Desirable | * Understanding of construction market and associated supply chain (esp. main contractors and consultants) * Understanding of the commercial and technical aspects and nuances of the different marketplaces in which the infrastructure business operates in England * Understanding of laboratory standards and testing accreditations ISO 17025 / UKAS etc. |
| Mandatory Training | * SOCOTEC Online Health & Safety Training modules - paid for by the company * SOCOTEC Online HR Policies Awareness modules - paid for by the company |