

Background

Founded in 2003, Normec i2 Analytical Ltd is one of Europe's leading independent environmental testing companies, providing its customers with a comprehensive range of analytical, monitoring and technical support services.

i2 Analytical performs a full range of chemical and geotechnical analyses using state of the art laboratory techniques on soils, waters, building and waste materials.

The company has experienced substantial growth over the last three years and has built a culture based on the core values of teamwork, diversity, accountability, and innovation providing an environment in which staff can thrive and develop their careers.

We are currently looking to recruit a Business Development Manager to augment the growth of our Materials, Geotechnical Testing and Site Services Division. The successful applicant will be fully supported in achieving the duties detailed in this Job Specification.

Job Specification

Job Title:	Business Development Manager – Materials, Geotechnical Testing and Site Services
Department:	Commercial
Location:	UK
Hours:	37.5 per week
Reports to:	Commercial Director
Direct Reports:	N/A
Job Purpose:	To maximise the company's market-share within the geotechnical testing sector, with a specific focus on the geotechnical and on-site materials testing. To drive business growth, identifying new opportunities and building strong relationships with clients in the geotechnical sector. This role requires a strategic thinker with proven leadership experience and demonstrable success in sales and business development within the geotechnical and site services industries.
Role Accountabilities and Main Duties:	• Develop and implement strategic sales plans to achieve company objectives and revenue targets, with specific focus on the Geotechnical and Onsite Materials Testing business, while supporting and contributing to the wider chemistry business. • Take on a commercial leadership role within the company around the Geotechnical and Onsite Materials Testing business. • Identify and cultivate new business opportunities in the geotechnical sector through market research, networking, and prospecting. • Utilise technical expertise to understand and meet client needs.

	• Develop and execute account management strategies to grow business from existing accounts within the site services and environmental divisions. • Identify and pursue new business opportunities to expand the client base within the site services and environmental divisions. • Collaborate with technical teams to understand client needs and develop customised solutions that address their specific requirements. • Prepare and deliver sales presentations, proposals, and bids to prospective clients. • Negotiate contracts and agreements with clients, ensuring favourable terms and conditions for both parties. • Monitor industry trends, competitive activity, and market developments to identify opportunities for business growth and expansion. • Represent the company at industry events, conferences, and trade shows to promote our services and establish thought leadership. • To achieve and exceed revenue growth targets in-line with assigned sales budget. • Develop strong relationships with new and existing customers with a strong objective on securing base business and maximising their spend with i2 Analytical • Visit client offices and host customer visits to present company services, include other sales/i2 Analytical personnel as appropriate. • Prepare, issue and follow-up quotations to achieve forecasted volume sales. • Provide accurate forecast management, track and report on sales performance, pipeline activity and business development metrics to senior management. • Attend and contribute to sales team and departmental meetings as required. • Build strong relationships with operations, marketing and support peers in the business. These duties are by no means exhaustive and should not be interpreted as a complete definition of the role.
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Person Specification

Essential Capabilities	• Full UK driving license. • Proven leadership experience within the Geotechnical, Construction and Civil Engineering industries. • Strong technical knowledge of the Geotechnical and Construction Materials Testing market ideally within the Consultancy and Civil Engineering markets.
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| | <ul style="list-style-type: none">• Demonstrated success in account management, including growing existing accounts.• Proven track record in business development and prospecting new business opportunities.• Excellent communication, negotiation, and presentation skills.• Strategic thinker with a proactive and results-orientated approach.• Ability to work independently and collaboratively in a fast-paced environment.• Proficiency in Microsoft Office and CRM software. |
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