

Business Development Manager

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Company: Energis Recruitment Ltd

Location: Thailand

Category: other-general

Job Description

Our client is an ambitious UK manufacturing company who manufacture pumps for use in the mechanical, building services and construction sectors.

They are seeking a Regional Business Development Manager with previous experience in the mechanical services, plumbing, construction or related sectors to further develop business opportunities across the Irish market.

The successful candidate will play an integral part in the long term growth of the company within Ireland, and as such should be highly motivated with the ability to develop strong, strategic relationships. There is also the opportunity to progress within the business.

This is a working from home role, applicants can be based anywhere across the Island of Ireland.

Responsibilities:

Increase brand awareness by meeting new potential customers and representing the brand, constantly looking for new opportunities, improved customer service and new sectors.

Generate interest and create enquiries from new companies and present company capabilities

Open new accounts with contractors and spend time with consultants to increase specified projects.

Create a list of target customers and create a relationship to become the go-to industry contact

Lead and propose commercial terms to forecast and win orders.

Attend and contribute in sales meeting (mainly virtually but will be requirements to come to HQ at times).

Reporting to keep management informed of progress and opportunities

Criteria:

Previous sales / business development experience within the building services, mechanical, plumbing or construction sectors

Ability to discuss technical scenarios with customers

Ability to build strong lasting relationships

Driven to succeed and results oriented

Excellent communication skills, comfortable in networking with internal and external contacts

Can do attitude, happy to arrange, attend and lead meetings

Commercial acumen with strong negotiation skills

Organised and capable to fill own diary

Competent level of IT Skills

The successful Business Development Manager can expect to earn a basic salary in the region of £60 - 80k depending upon experience, plus bonus, Laptop and Company Phone and Car Allowance.

This is a genuinely excellent opportunity for a dynamic individual looking to be part of an exciting company who are dedicated to growing their business.

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Cross References and Citations:

1. **Business Development Manager Topfishjobs Jobs Thailand Topfishjobs** ↗
2. **Business Development Manager Gamejobs Jobs Thailand Gamejobs** ↗
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