



"A UK Special Project Company"

**Job Role** – Business Development Manager

**UK Department** – Sales & Marketing

**Location** – Ripon (North Yorkshire) although majority of the role will be field based B2B.

**Type of role** – Full time permanent

**Salary** - £50k to £60k per year (depending on experience), Car allowance or option for a company car will be available with this role. Bonus structure available.

**Job Overview** Our client is a leading provider of modular building solutions, specializing in Blast Resistant Buildings and Technical buildings for both sale and rent. They are seeking a dynamic and results-driven Business Development Manager to join our team in the United Kingdom.

The ideal candidate will be responsible for identifying and pursuing new business opportunities in the market, with a primary focus on Modular Technical and Blast building solutions sales as well as assisting with the expansion of our rental fleet.

#### **Responsibilities and Duties**

- a) Identify and research potential clients, industries, and markets to generate new business opportunities for all of the clients product lines.
- b) Develop and maintain a robust pipeline of leads and prospects through proactive outreach, networking, and relationship building.
- c) Conduct thorough needs assessments and consultative selling to understand clients' requirements and propose tailored solutions.
- d) Prepare and deliver compelling presentations and pitches to prospective clients, showcasing the value proposition of the clients offerings.
- e) Stay informed about industry trends, market developments, and competitor activities to identify potential opportunities and threats.
- f) Act as a brand ambassador for the client, representing the company at industry events, trade shows, and conferences.
- g) Collaborate with cross-functional teams, including operations to ensure seamless project execution and customer satisfaction.
- h) Any other duties and responsibilities as assigned from time to time.

#### **QHSE Responsibilities**

- a) Recommend improvements to departmental policy and implement procedures.
- b) Ensure compliance to all relevant QHSE procedures and controls across engineering function to guarantee employee safety, health, legislative compliance, delivery of highquality product/services and responsible environmental attitude.

**Organizational Relationships** Reports to: Sales & Marketing Manager Europe

#### **Qualifications**

- a) Proven track record of success in business development, sales, or account management roles, preferably within the energy, oil and gas, petrochemical, or industrial sectors.
- b) Understanding of modular building solutions, rental fleet management, or related industries.

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- c) Excellent communication, presentation, and negotiation skills, with the ability to interact effectively with clients at all levels of an organization.
- d) Strategic thinker with the ability to identify market opportunities, develop actionable plans, and drive results.
- e) Self-motivated and proactive, with the ability to work independently and as part of a team in a fast-paced environment.
- f) Willingness to travel as needed to meet with clients and attend industry events.

If you are a driven and ambitious individual with a passion for business development and a desire to make an impact in the modular building industry, we encourage you to apply for the Business Development Manager position with us. Join us in shaping the future of modular construction and delivering innovative solutions to our clients across the United Kingdom.

Contact us on;

[info@uksp-recruit.ltd](mailto:info@uksp-recruit.ltd)

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