

Business Development Manager - Scotland

Job Description

Starfish Construction is a nationwide Construction Company involved in the refurbishment and development of buildings across the UK. We are a Building Envelope Contractor, specialising in all types of roofing, cladding, rainscreen cladding and curtain walling across a wide range of sectors. We have delivered numerous high profile construction projects for our Blue-Chip clients.

As well as upgrading the external fabric of buildings, the company is involved in dilapidation, internal fit-outs and asbestos removal projects.

To support our continued growth in line with our Strategic Development Plans, we are currently recruiting Business Development Managers for our Motherwell office. This role offers tremendous career advancement opportunities, as well as commanding exceptional earnings potential.

With a proven track record of success in Business-to-Business Development and Sales, you will be responsible for growing and servicing a portfolio of Blue-Chip clients who are in a position to provide year-on-year increases in Turnover. It would be beneficial, but not essential if you have experience in Technical Sales in the Construction Industry. This is a Business-to-Business role, focusing on all sectors of the economy.

Main responsibilities of the role:

- You will be responsible for developing a Territory Business Plan.
- Cold calling, networking, or other methods of producing interest from potential clients.
- Design persuasive approaches and proposals to convert potential clients into business customers. By presenting new solutions and services to clients, you will develop and maintain existing accounts.
- Undertaking Sales Presentations to clients and potential clients, showcase the company's services and Unique Selling Points.
- Dealing with client enquiries.
- Interfacing with our company's Technical Surveyors & Estimators to develop Technical Reports & Quotations.

- Presenting Technical Reports & Quotations to clients and securing profitable orders.
- Building positive long-term business relationships with clients.

To succeed in this role, you will have:

- Ideally educated to HND or Degree level.
- Have experience in Technical Sales in a Construction environment would be advantageous but not essential.
- High standard of general literacy, numeracy and business acumen.
- IT literate; proficiency using key software systems including Microsoft Office and Salesforce.
- Excellent people and relationship building skills.
- Strong communication and interpersonal skills, to communicate both written and verbally at all levels - site personnel, client and board level.
- Product and construction systems knowledge would be advantageous.

Additional Information:

- Our vision is to become the first choice provider of full envelope solutions; by investing in our people and continuing to improve our skills within our field of expertise, we will be known for our commitment to safety, quality and sustainability for the benefit of our clients.
- In addition to a highly competitive salary and benefits package, we provide continuing learning and development opportunities within an excellent professional work environment.
- Fantastic career advancement opportunities.

If you feel you have what it takes to join our company, or would like to know more about any of the positions we have available, please contact careers@starfishconstruction.com, attaching your CV and we will get back to you as soon as possible.