

Job Description

Post: Business Development Manager
Head Office: Norwich

Established in 2010, Beattie Passive is the first company in the UK to be awarded Passivhaus certification for a complete build system. They have since become a leading provider of modular Passivhaus homes in the UK, committed to building and retrofitting high performing homes that can help reduce energy requirements by up to 80%. We deliver a range of products across both self-build and social housing markets.

The Role

To expand, develop and drive sales and promote our market leading range of Passivhaus products across the market, including Local Authorities, Housing Associations, Contractors, Developers, Architects and self-builders.

You will report to the National Sales Manager and Senior Management Team.

This role presents an exciting opportunity to be part of a forward-thinking, fast-moving company and would suit an individual who is interested in sustainability and green technology and looking to apply their experience in Sales to support the future growth of the company.

Requirements of the Role

- Raise the companies' profile with the customer base outlined above
- Develop existing and create new relationships so that Beattie Passive is the customers 1st choice
- Negotiate (Where required) and convert opportunities into won projects
- Look for new modular housing project opportunities
- Identify sales leads within specifically the Social Housing market (but not restrained to this market)
 - Researching organisations and individuals to identify new leads and potential new markets
 - Attending conferences, meetings, and industry events
- Communicate new product developments to prospective clients
- Build and maintain relationships post project conversion to support follow on projects
- Develop and communicate sales goals
- Weekly sales report: Weekly report formulated and submitted on a Friday providing an overview of engagement in that week and updates on key opportunities
- Regular liaison with National Sales Manager and Management team: updating on opportunities, providing feedback and liaising with architects and technical team

Key Result Areas

The Business Development Manager will be expected to:

- Carry out allocated tasks competently and professionally within determined timescales, financial budgets and fee/cost targets
- Adhere to agreed Practice procedures, technical standards, and Standing Orders
- Communicate with other professionals and trade persons in a clear, positive, and effective manner

- Promote a sound rapport with clients to develop the client base
- Assist in the achievement of Beattie Passive objectives and targets

The Individual

In order to successfully undertake this role, you will need to be an ambitious individual who is able to work well both independently and as a team member.

- Relevant experience in a similar sales environment
- Competent IT skills with a good working knowledge of MS Office
- Demonstrate innovation and forward-thinking attributes that embrace new ideas and technologies from a sustainability perspectives
- Demonstrate ability to successfully manage multiple contacts, markets, and opportunities
- Commercial awareness
- Good organisational skills
- Conscientious and self-motivated
- Current valid driving licence and access to a vehicle
- Must be able to travel across the country