

## Technical Business Development Manager (civil engineering/piling and foundation sector)

### Job Description

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**Department:** N/A

**Location:** TBC

**Reports to:** Managing Director

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### General Purpose

You will be responsible for generating new rental business. You will identify new opportunities in the company's core market sectors. The role will require frequent travel across the UK and Ireland and sometimes Europe, meeting with project planners, designers and clients, tailoring technical solutions to meet specific needs. To work with our hire teams, assisting them in managing the process from lead generation, to contract negotiation. The role requires strong sales, communication, negotiation, and analytical skills, as well as the ability to work both independently and as part of a team. Whilst the role will be strongly associated with the company's rental business, as sales of new piling and foundation equipment is equally a major part of the company's revenue, this element could be added to the role going forward

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### Key Tasks and Responsibilities

*To seek new business opportunities within our core markets including, but not limited to: Ports and harbours, flood alleviation, sea defence, water treatment, nuclear, roads and bridges*

*Work closely with the Marketing Manager to research and identify new opportunities building up data and market intelligence*

*Research and identify clients, initially in the ports and harbour sectors, through various channels, including client visits, networking, and attending events.*

*Develop our knowledge and understanding of the project planning strategies initially within the ports and harbour sector with port owners, but to eventually take this across all sectors, with the aim of being involved and offering our services/adding value for the client at the project planning/design stage, with the ultimate aim of getting our equipment specified on tenders*

*Work closely with the hire teams to share intelligence on project and planning data from lead generation to supporting them with contract negotiation.*

*Develop a strong understanding of the company's products and services to effectively communicate their value to potential clients.*

*Whilst the role will be strongly associated with the company's rental business, as distributors for major piling and foundation equipment manufacturers, a sales element could be added to the role going forward.*

*Your profile & skills:*

- Possess a Mechanical, Civil or Geotechnical Engineering degree
- Self-motivated with the ability and willingness to travel frequently across the UK and Ireland and attend industry events/meetings
- Proven ability to generate leads, close deals, and manage the sales process
- Ability to think strategically and develop plans to achieve long-term business goals
- Excellent verbal and written communication skills for presentations, negotiations, and client interactions
- Ability to negotiate effectively to secure favourable terms for the company
- Ability to build rapport with clients and colleagues
- Ability to work independently and as part of a team
- Ability to manage multiple tasks, prioritize workload, and meet deadlines
- Ability to identify and resolve issues that arise during and after the sales process
- Experience / knowledge of the civil engineering construction market
- Knowledge of the piling and foundation market would be beneficial

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**Working Conditions**

- Competitive salary
- Profit share bonus
- Generous holiday
- Company pension scheme
- Private health insurance
- Company car
- Remote working
- Training and development

*Hours of work are Mon - Thurs: 08:30-17:30 Fri 08:30-16:30 with some flexibility outside of these hours when travelling and to meet specific requirements*

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