



Business Development Manager

The Role:

The purpose of this role is to work with the Business Development Director, Regional Directors and Managers and other members of the operational and business development team in the generation and management of a sustainable pipeline of work that reflects the current and anticipated business strategy and regional business plans. This will be achieved through working with the market research team and interpreting their data and following through with client engagement, key account management, engagement with key stakeholders and potential partner organisations with subsequent action plans to convert opportunities into tenders for the proposals team. The business development manager will expand on their existing network of contacts to sustainably grow the Barhale business in line with sector/geographical targets.

Key Responsibilities:

Business development planning

- Develop and lead sector and client business and marketing plans with a typical horizon of 1 to 5 years
- Adjudicate the inclusion of new opportunities in the Win Work pipeline
- Analyse the customer base across Barhale to establish a common approach to retention and growth
- Enhance regional and operational staff business development capabilities and work with them to achieve their winning works targets

Business intelligence

- Working with the research team, develop and manage an up-to-date understanding of the macroeconomic environment over the agreed plan period, using the information to consider the implications for existing and new sectors
- Develop an understanding of relevant sectors and how they are likely to respond
- Undertake key research to understand the Business and project drivers of sectors, customers and potential opportunities

Client relationships

- Build on an already established network of contacts across Barhale's four target sectors to bring opportunities into the business that can be converted to tenders
- Be able to both take the lead on client relationships, but equally introduce to regional teams and ensure a robust client relationships management strategy/delivery
- Engage with sectors and customers to anticipate potential business opportunities and implement actions that will position Barhale with differentiated advantage
- Ensure effective management of customer satisfaction surveys
- Prepare programmes of external communication, customer engagement and brand promotion that will contribute to the achievement of Barhale objectives

Key networking/events

- Organise and represent Barhale at key networking events to raise the company profile

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- Facilitate client targets dinners (Industry or Barhale lead) to bring together the regional/operational team with our target client organisations in order to nurture client relationships and translate into real opportunities

Key measures & targets:

- Market intelligence reports to be updated with the research team to track targets
- Client engagement numbers against opportunities converted
- New clients introduced to Barhale
- Customer Satisfaction undertaken and feedback to be reported quarterly to the Business Development Director

Key relationships:

- Business Development Director
- Regional Directors/Manager
- Operational teams
- Business Development Team
- Head of Proposals
- Key clients
- Key partners and stakeholders

Person Specification:

The successful candidate is likely to meet all of the following criteria:

- Experience in building commercial relationships to help deliver improved service and innovation to the customer
- Existing network of contacts within Barhale's sectors (water, transport, energy and built environment) within the Midlands/Central England geography
- Detailed knowledge of marketing and business development (strategic and tactical)
- Strong verbal and written communication skills
- Ability to prioritise workload and meet deadlines
- Ability to seek and develop new relationships to achieve strategic business objectives
- Ability to convert client relationships into opportunities for the business
- Create a culture of constructive and effective communication
- Communicate with authority and conviction in all situations with all levels of staff/client organisations
- Ability to contribute to development of strategy and take responsibility for delivering strategic objectives
- Recognise changing market forces that may impact upon own or customers' business and puts plans into action to make a positive contribution
- Ability to work effectively as a member of different teams both internally and externally

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Benefits:

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provides a range of guaranteed benefits including but not limited to:

- Company car/car allowance
- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single persons private medical cover
- Permanent Health Cover

About Barhale:

Barhale is one of the largest privately owned infrastructure specialists in the UK and was originally formed in 1980 as a specialist tunnelling contractor diversifying over the years into various civil engineering areas. Barhale works UK-wide across the water, transport, energy and developer services sectors providing design, construction and maintenance services under long-term contracts, with blue-chip public, regulated and private clients. The company employs over 600 people in the UK, has an annual turnover of £120m and a distinctive set of values that are fundamental to our approach to business sustainability.

Our business activity is carried out for the following principal sectors:

Water: Civil Engineering, Tunnelling, Pipelines and Utilities

Transport: Rail, Aviation, Waterways, Highways and Bridges

Energy: Power Generation, Power Transmission and Distribution, Waste

Built Environment: Civil Engineering across private sector developers UK wide

Specialist Businesses: Tunnelling, Mechanical and Electrical and Barhale Construction Services (BCS Group)

How to apply:

Please send your current CV and covering email outlining your suitability for the role and quoting the reference number to careers@barhale.co.uk.

We are an equal opportunities employer. We are determined that no job applicant or employee receives less favourable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race or disability. All information will remain confidential to Barhale and will be handled in accordance with the requirements of the Data Protection Act.