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Business Development Manager

The Role:

The purpose of this role is to work with team managers, specialist business units and other members of the business development team in the generation and management of a sustainable pipeline of work that reflects the current and anticipated business plans. This will be achieved through programmes of research and intelligence gathering, the interpretation and communication of data, and the preparation and implementation of appropriate action plans, primarily through identification of, and engagement with, customers and their stakeholder teams.

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

Business intelligence

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

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

Financial management

Maintain and update Sector, Business Unit and Customer Account plans

Manage the marketing budget and work with internal project sponsors to prepare and submit Bid Investment proposals and business cases

Team leadership

Proactively lead and support initiatives that will contribute to the achievement of the Company's 3 Pillar targets

Ensure the preparation and submission, through your team, of successful pre-qualification documentation

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Key measures & targets:

Market intelligence reports to be submitted quarterly
Business Development costs managed within budget expectations
Customer Satisfaction and feedback to be reported quarterly

Key relationships:

Regional Managers
Business Development Team
Key clients

Person Specification:

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

Essential

Experience in building commercial relationships to help deliver improved service and innovation to the customer
Detailed knowledge of marketing
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
Create a culture of constructive and effective communication
Communicate with authority and conviction in all situations
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

Desirable

Experience within the construction industry

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

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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

Developer Services: 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.southern@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.