
Job Description - Business Development Manager

- General:
 - As a Business Development Manager at Frewer Engineering, you will play a pivotal role in driving growth and expanding our client base. We are seeking a dynamic, results-driven individual with a proven track record in business development, relationship building, and a passion for delivering value to clients.
- Client Acquisition:
 - Identify and target potential clients primarily within the UK, but also on a global scale, leveraging our expertise to offer tailored solutions to their unique needs.
- Strategic Planning:
 - Support, inform and advise on company growth planning activities.
 - Develop and execute a comprehensive business development strategy along with the senior management team to achieve company goals and targets.
- Client Engagement:
 - Cultivate and maintain strong, long-lasting client relationships through effective communication and regular engagement.
- Revenue Generation:
 - Drive revenue growth by identifying cross-selling and upselling opportunities within our existing client base.
- Market Research:
 - Stay abreast of industry trends, competitor activities, and market dynamics to inform business strategies and identify potential opportunities aligned with company strengths.
- Proposal Development:
 - Collaborate with the technical teams to create compelling proposals and presentations showcasing our capabilities and innovative solutions.
 - Proposal development work would include support from our Engineering team, to ensure agreement on delivery costs and final pricing.
- Negotiation and Contract Management:
 - Skilfully negotiate contracts and agreements, ensuring mutually beneficial terms and conditions.
- Networking:
 - Represent the company at industry events, conferences, and exhibitions to expand our network and foster partnerships.
- Cross-Selling:
 - Identify opportunities for cross-selling services to existing clients, maximizing revenue.
- Data Analysis:
 - Analyse sales data, track performance against targets, and adjust strategies as necessary to ensure success.
- Compliance and Reporting:
 - Ensure that all business development activities comply with industry regulations and company policies. Provide regular reports on business development activities and outcomes to the executive team.
- Team Collaboration & Leadership:
 - Work closely with our technical teams to ensure seamless project delivery and client satisfaction.
 - Mentoring / coaching of technical team on business development processes.
 - Manage sector specific campaign managers.