

Business Development Manager - Role Description

About us!

Frewer Engineering is a Small to Medium-sized Enterprise (SME) consultancy working across a broad range of industries. Our work typically includes a combination of detailed design, structural analysis, fluid dynamics and thermal modelling. This role specifically covers **Business Development** activities across a, expanding range of sectors.

Our mission is to provide **innovative, creative, and sustainable solutions** to complex engineering problems, improving the world in which we live. To help achieve this, we're looking for people that can bring **diverse perspectives and ideas** and as such, we are committed to ensuring that we offer an inclusive environment for all our staff.

Team fit and company culture are paramount in our recruitment process. We are a **dynamic, high-talent, close-kit special projects team. Authentic enthusiasm** for the profession is counted as highly as **academic achievement**.

Frewer Engineering prides itself on offering an agile working environment, tailored to an individual's personal needs. Good ideas are always listened to by the people who can help make them happen. Thanks to continued growth, we are seeking a Business Development Manager that can dedicate their time to exploring and expanding our work streams, across a breadth of industries.



Agile

Swift, accurate & cost-effective response



Sustainable

Contributing to a low-carbon, circular economy



Secure

Respectful of client & project confidentiality



Customised

The right solution for customers' individual needs



Cutting-Edge

Investing in new tools, technology & staff development

Benefits

Frewer Engineering offer a range of benefits to our employees including:

- Competitive package (combination of Basic and Incentive)
- Comprehensive Private Healthcare via Bupa (including mental health support and dental cover).
- Bonus scheme typically paid twice annually (dependent on company performance & forecasts).
- Mentoring, funded professional development training and support.
- Competitive company pension and life insurance schemes.
- Cycle to work Scheme.
- Social events with the wider team.

Hybrid Working

Our hybrid working model combines remote work and office-based work, allowing individuals to work both from the company's physical premises and from remote locations. The purpose of this policy is to:

- Promote flexibility and individual's work-life balance.
- Maintain a predominantly face-to-face coaching culture within the business.
- Ensure business continuity.
- Maintain a collaborative and productive work environment.
- Safeguard the well-being and safety of employees.

Job Description

As a Business Development Manager, you will undertake the following:

- 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.
- 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.
- 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.
- 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.
- Promote STEM Education & Awareness
 - Collaborate with local schools, educational institutions, and community organisations to organise engaging STEM activities, workshops, or mentorship programs.
- 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, maximising revenue.
- Data Analysis:
 - Analyse sales data, track performance against targets, and adjust strategies as necessary to ensure success.
- 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.

Location

Frewer Engineering is based near Ockley in Surrey. The office location is remote, as are many of our customer's sites. As such, it is essential that all staff have a full driving license valid in the UK prior to commencement of the role.

As the Business Development Manager role necessitates nationwide travel, we are open to a broad range of geographic locations as your primary residence. The position does require office-based work from time to time (briefing senior management, mentoring, coaching and leadership etc.), but an agreed flexible approach to this is up for discussion.

Equal Opportunities

Frewer Engineering is an equal opportunities employer. We highly value diversity and inclusion and welcome applications from candidates from all backgrounds. Note we will not use any personal information relating to your background at any stage of the application process.

How to apply!

Email your CV, cover letter and portfolio (desired but not essential) to info@frewer-engineering.com