

Business Development Manager

Our client list is vast and includes household names and blue-chip enterprises, as well as public sector organisations, including the MOD. We are proud to work with world-famous sports clubs, installing and managing solutions for some of the UK's largest stadiums, as well as internationally renowned restaurant chains and stores.

Pioneer are looking to recruit an BDM to work within our Electrical function based in Stockport, to work with our current clients and identify new business opportunities.

Job Specification

Location: Stockport; Hybrid. We offer hybrid working and expect that your schedule will change week-to-week.

Pay: Depending on skills, qualifications & experience
- £45,000-£50,000

Company Benefits:

- Additional commission scheme
- 22-day holiday including bank holidays
- Government pension scheme
- EAP Scheme
- Cycle to work Scheme

Day to Day Duties:

As a Business Development Manager, you will work at a strategic level with Pioneer Group Leaders.

You will be responsible for co-creating, implementing, and implementing the Go-To-Market strategy developed for your clients, following a proven framework (MEDDICC).

- Build, lead, maintain and grow strong customer relationships with our existing clients
- Identify and develop further opportunities with existing clients
- Working with marketing to Identify and develop new business opportunities.
- Grow new and potential clients relationships with a view to confirming new business
- Maximize profitability in all business won
- Create business plans and growth forecasts.
- Work closely with our QS to ensure all tenders and bids are accurate and professional
- Meet annual sales targets.

- Monthly Pipeline reporting
- Support the development of solutions collateral for use in customer presentations, marketing brochures and the company website.
- Complete accurate and detailed tenders

Candidate Specification

Essential Requirements

- Familiar with CRM processes.
- Proven track record in sales.
- Strong communication and negotiation skills
- Ability to analyze market trends and identify new business opportunities
- Demonstrated ability to meet and exceed sales targets
- Computer literate.
- Full clean, UK driving license with access to a vehicle.

Desirable Requirements

- Knowledge of the electrical installation industry.
- Ability to use Relux software.