

## Job Description

<b>Job Title</b>	Business Development Manager
<b>Department</b>	Commercial Team
<b>Reports to</b>	Chief Commercial Officer
<b>Responsible for</b>	Works with Technical Sales & Sales Support team

## Job Purpose

To support the growth of our customer base across the UK, this role is a driving force in converting new business development opportunities - by identifying sales leads, pitching options or services to new clients, providing ROI analysis, proposals, business cases and quotations, order taking and closing deals.

To be proficient at building great customer relationships, carrying out negotiation and coordinating any contractual aspects, resulting in the winning of new orders from customers in line with the strategic sales plan. Maintaining great working relationships with existing accounts and contacts, ensuring all support team and systems are updated and managed effectively.

To fully utilise experience and background in technical solution sales, ideally in agri-, energy, engineering, responding to customer requirements to appropriately sell our solutions to farmers and AD sites within our aligned markets.

## Duties and responsibilities

### Operational responsibilities

- Develop a deep understanding and build strong working relationships with end user customers, clients and delivery partners within your allocated territory.
- Build, maintain and manage a strong pipeline of opportunities using our CRM and dynamic sales process.
- Follow up new business opportunities, arranging & conducting meetings and calls
- Communicate new product or service developments to prospective and current clients
- Plan, prepare and execute presentations and pitches
- Capture customer operational parameters and create quotes and ROIs using sales tools provided
- Take a structured approach to pipeline management including prospecting, qualifying, negotiation and closing.

- Ensure any customer feedback and complaints are reported and actioned accordingly.
- Feedback competitor information to the appropriate department.
- Visit exhibitions of interest as requested and support Bennamann exhibition stands as required.
- Follow procedures to ensure compliance with company ISO standards
- Your responsibility and accountability for actions within My Compliance are documented within HR-101a MyC RACI

#### **Peer group / cross team liaison**

- Maintain a strong and open working relationship with colleagues and peers, reflecting Bennamann values, in particular working with sales support team,
- Solution sales experience to work across-functions in terms of preparation of proposals/quotations

#### **Reporting and communication**

- Provide reports on sales pipeline and key customer contacts
- Attend relevant sales meetings to report as required

#### **Team**

- Proactive member of motivated and engaging team
- Participate actively in team meetings and proactive in own review and development
- Supportive member of sales team, role modelling Bennamann values in both internal and external relationships

#### **H&S**

- Responsible for own H&S and that of your direct reports, adhering to company guidelines be this in an office / workshop setting, on site, in a vehicle and / or any other reasonable context
- Highlight any H&S risks you identify to management
- Ensure you have any and all reasonable PPE and highlight any deficiencies to management who will address as required

## Person Specification

ATTRIBUTES	ESSENTIAL (must have these skills or experience)	DESIRABLE (prepared to train or develop in these areas)
<p><b>Relevant Experience</b> Work and non-related work experience relevant to the job and organisation</p>	<p><b>Technical/Operational</b></p> <ul style="list-style-type: none"> <li>• Proven experience of consultative/ solution selling</li> <li>• Proven successful background in sales in the agri/engineering/energy sector, achieving targets to plan and as part of team</li> </ul> <p><b>Business Acumen</b></p> <ul style="list-style-type: none"> <li>• Proven commercial awareness and ability to communicate and negotiate effectively</li> <li>• Able to follow sales process and make considered decisions to balance commercial objectives, delivery and profit outcomes</li> </ul>	<p>Experience and knowledge of farms, AD/renewable energy</p>
<p><b>Education/ Training</b> Specific qualifications and or training</p>	<ul style="list-style-type: none"> <li>• A degree/HND/HNC, or equivalent industry, technical or engineering experience</li> </ul>	<p>Sales/negotiating training</p>
<p><b>Qualities, knowledge &amp; skills</b> Personal skills, qualities, behaviour, most of these will be essential as many of these cannot be trained</p>	<p>An empathy and affinity with the Bennamann company values:</p> <ul style="list-style-type: none"> <li>• Safety</li> <li>• Curiosity</li> <li>• Integrity</li> <li>• Passion</li> <li>• Respect</li> </ul> <p>and key traits: Humility, Empathy, Creativity, Innovation, Open Minds, Transparency</p> <p>In addition:</p> <ul style="list-style-type: none"> <li>- Self-driven, motivated, self-starter challenged by opportunities and sales target/environment</li> </ul>	<p>Process and system driven, to be able to comply with our ISO standards of working</p>

	<ul style="list-style-type: none"> <li>- Excellent and proven organisation, planning and communication skills</li> <li>- Follows procedures to ensure compliance with company ISO standards</li> <li>- Adheres to process and policy, including PPE and uniform</li> <li>- Presentable, with the ability to be a positive representative for Bennamann in relationships with customers and suppliers, ranging from farmers to councillors and scientists</li> </ul>	
<p><b>Additional factors</b> Working conditions/hours, ability to drive, any special working conditions (eg gas handling)</p>	<ul style="list-style-type: none"> <li>- Able to drive and work remotely/away as required, within the UK</li> <li>- <b>Ideal base?</b></li> </ul>	