

Fast growing French company specialising in digital transformation and engineering is looking for a talented and motivated **Business Development Manager** to lead the business development and client relationship management for our Energy & Infrastructure Business Unit. This is an excellent opportunity to come into a new role with substantial client contacts, a successful history of work winning and a strong team delivering projects.

Ideally the candidate would be based in Edinburgh or Glasgow but our client will consider candidates who are based in other regions in the UK.

#### **ROLE:**

- Developing and maintaining relationships with key clients and partners through active client engagement
- Building strong relationships through excellent delivery and expert knowledge
- Driving a consistent and thorough approach to managing pipelines across the business unit and division and collaborating across the business.
- Liaising and engaging with the regional and national game plan campaigns and leaders to maximise work winning and bid opportunities.
- Preparing comprehensive tenders, taking overall responsibility for all bid submissions with support from the bid team.
- Ensuring a common system is used consistently across the division for client relationship management to promote knowledge sharing.

#### **PROFILE:**

- **A good understanding of civil infrastructure design** including working on multi-disciplinary projects relating to environmental, geotechnical, structural or other specialist disciplines.
- **Extensive experience of relevant tender processes** with the ability to understand the brief and demonstrate our professional capability.
- **A good understanding of the UK design engineering markets**
- **Experience working in at least one of the following sectors: Construction, Telecom, Nuclear and Energy.**
- Good client relationship skills to be able to lead and work with the rest of the team to build on existing strong relationships.
- Strong leadership skills to enable you to be a pro-active part of the Business Unit management team working alongside and providing support to the wider team in the development of overall objectives.
- Excellent communication skills both written and verbal with the ability to adapt your style to suit different audiences.
- Must be prepared to travel across the UK

#### **SALARY AND BENEFITS:**

- Between £40k and £50kpa according to skills and experience plus com
- Car allowance
- Private medical insurance