

Leading survey and design consultancy is looking for a highly motivated and experienced **Business Development Manager** with a strong background in the railway and construction industry. As a key member of their team, you will be responsible for driving business development activities, nurturing existing client relationships, and identifying new opportunities in the railway and construction sectors. This is an excellent opportunity for somebody looking to move to a consultative sales role and to join a growing company with a successful history of winning contracts and a strong team delivering projects. Although the ideal candidate would be based in Edinburgh or Glasgow, they welcome applications from candidates based anywhere in the UK.

ROLE:

- Project Management
- Developing and maintain strong relationships with key clients and partners
- Identifying new business opportunities and develop strategic plans for growth
- Collaborating with the wider team to deliver successful projects and ensure client satisfaction
- Working closely with design engineering teams to understand client needs and develop innovative solutions
- Liaising with regional and national campaigns and leaders to maximize work winning and bid opportunities
- Preparing comprehensive tenders, taking overall responsibility for all bid submissions with support from the bid team
- Attending industry events and conferences to stay up-to-date with the latest trends and technologies

PROFILE:

- Strong experience in business development in the railway and construction industry
- A good understanding of civil infrastructure design, including multi-disciplinary projects relating to environmental, geotechnical, structural or other specialist disciplines
- Experience with tender processes and the ability to demonstrate professional capability
- Good client relationship skills to be able to lead and work with the rest of the team to build on existing strong relationships
- Excellent communication skills, both written and verbal, with the ability to adapt your style to suit different audiences
- Knowledge of design engineering in the railway and construction sectors
- Strong leadership skills and ability to work collaboratively with other teams
- Ability to work independently
- Must be prepared to travel across the UK

SALARY:

- Between £40k to £50k basic depending on experience and qualifications
- Generous bonus scheme based on individual and company performance
- Company car or car allowance
- Private medical insurance, Pension scheme
- Career progression opportunities