

## Business Development Manager – London

### *Join Our Team at NAL – Exciting Opportunities Await*

At Infrastructure Products Europe, we're innovators, problem-solvers, and collaborators with a shared mission: creating manufacturing solutions that simplify complex infrastructure challenges. We deliver innovative, sustainable products to clients around the world.

Our culture puts people at the centre of everything we do. Your ideas will be valued, your development supported, and your contributions will genuinely make a difference. Here, you'll be part of a diverse and ambitious team that champions creativity, collaboration, and continuous improvement.

### What We Offer

- Competitive salary
- Company pension contribution
- A range of healthcare options
- Competitive holidays, including Christmas shutdown
- Employee Committees for Health & Wellbeing and Inclusion & Diversity
- Engagement & Wellbeing initiatives
- Employee referral programme
- Enhanced Family friendly policies
- Career development opportunities across IPE and the wider CRH Group

### Reports to: UK Sales Manager

**Role Overview:** The Business Development Manager (BDM) for the London region will drive commercial growth for NAL by identifying new business opportunities, building strategic relationships, and supporting the expansion of our client portfolio. This role is responsible for converting leads into long-term partnerships while representing the NAL value proposition across our priority sectors. The successful candidate will have the following responsibilities:

### What our new 'Business Development Manager' will be doing:

- Build and maintain strong relationships with asset owners and key sector influencers, with a particular focus on contractors and specialist designers
- Deliver year-on-year sector growth by effectively managing and achieving the annual budget
- Work closely with the specification team to secure NAL product specifications across all relevant frameworks, projects, and contracts
- Monitor emerging trends, opportunities, and risks within the sector and proactively report findings to the line manager for action
- Identify and target new business prospects and strategic key accounts to support sector growth
- Collaborate with external partners, customers, and internal product development and technical teams to drive innovation and develop new products aligned to customer needs
- Build trust and secure long-term commitment from clients, positioning NAL as a preferred partner on future projects
- Provide timely market intelligence and insight to Marketing and Product Development to support strategic decision-making
- Deliver sector expertise and training to both customers and internal teams to enhance capability and knowledge
- Take full ownership of business development activities within the sector, ensuring consistent execution and performance
- Secure product specification wins across the sector to drive commercial success
- Provide training on NAL products and solutions to contractors, consultants, and Network Rail employees as required
- Develop business and commercial plans that align with and support the wider organisational strategy
- Work closely with departments such as Marketing, Product Development, Technical, Operations, and Finance to coordinate activities, share insights, and resolve challenges

- Ensure that cross-department collaboration supports the successful delivery of sector objectives, enhances customer experience, and drives overall operational efficiency
- Prepare detailed monthly sales reports that highlight performance against targets, pipeline status, key wins, and areas requiring attention
- Present insights and recommendations that support strategic planning, forecasting accuracy, and senior management visibility of sector performance
- Actively research and explore opportunities beyond the core sector, assessing potential markets, customer groups, and product applications
- Develop recommendations and strategic approaches for entering new sectors, working with internal teams to evaluate feasibility and maximise commercial potential

**The experience our new 'Business Development Manager' will have includes:**

- Proven experience in business development, sales, or commercial roles with the ability to deliver new business opportunities
- Must have experience working within a construction site or similar area of expertise
- Strong track record of generating new business and meeting or exceeding revenue targets
- Excellent communication, negotiation, and stakeholder-management skills
- Ability to build relationships with senior decision-makers
- Confident presenting to clients and facilitating meetings
- Data-driven mindset with strong analytical and reporting skills
- Highly motivated, proactive, and results focused
- Proficient use of CRM systems
- Selling into Local Governments is desirable
- Civil or Electrical infrastructure installations is desirable
- Customer Service NVQ in Construction skills or City in Guilds Certificate is desirable

**How To Apply**

Interested candidates should submit their applications to [recruitment@cubis-systems.com](mailto:recruitment@cubis-systems.com) by **Friday 27<sup>th</sup> March 2026**.

*NAL is an equal opportunity employer, which values differences in our people. We welcome applicants from diverse backgrounds, and we provide equality through our career development opportunities regardless of race, gender, sexual orientation, religious beliefs, nationality, age, and disability.*

**About CRH**

CRH (NYSE: CRH, LSE: CRH) is the leading provider of building materials solutions that build, connect and improve our world. Employing c.78,500 people at c.3,390 operating locations in 28 countries, CRH has market leadership positions in both North America and Europe. As the essential partner for transportation and critical utility infrastructure projects, complex non-residential construction and outdoor living solutions, CRH's unique offering of materials, products and value-added services helps to deliver a more resilient and sustainable built environment. The company is ranked among sector leaders by Environmental, Social and Governance (ESG) rating agencies. A Fortune 500 company, CRH's shares are listed on the NYSE and LSE.

For more information visit: [www.crh.com](http://www.crh.com)