

Business Overview

Join a high-growth global £200m+ revenue business with manufacturing operations within the UK, Ireland, Netherlands, France, and Germany supplying international clients. Our solutions-focused manufacturing offers a whole range of products designed to simplify complex infrastructure projects.

Our market-leading brands, Cubis Systems, NAL, and FILOform, supply smart, safe, and sustainable product solutions to a range of construction sectors. Through innovation, we enable construction partners to optimise efficiency and safety through pioneering products designed for simplicity, speed, and reliability.

Position: Business Development Manager (Scotland/Northeast)

Reports to: Sales Manager

Role Overview: The purpose of the role is to grow and develop the NAL sales activities in the regional area of Scotland and the Northeast of England, by collaborating with asset owners, design engineers and contractors to achieve budget and the strategic objective. Based in Scotland the successful candidate will have the following responsibilities:

Key Accountabilities:

- Create strong relationships with asset owners and key influencers in the sector, with an emphasis on contractors and dedicated designers.
- Manage and achieve sector budget year on year.
- Ensure specification of NAL products on all frameworks, projects and contracts when working with the specification team.
- Identifying key trends, opportunities, and risks for the business and communicate to line manager to resolve.
- Identify new business targets and key accounts.
- Innovate through working with external partners, customers and internal product development and technical teams to create new products that our customers require.
- Gain commitment and trust for NAL to work in partnership with clients within the sector for future projects.
- Provide market information feedback to the Marketing and Product Development departments.
- Providing sector knowledge and training to customers and the internal organization
- Ownership of the business development activities within the sector
- Winning product specification opportunities in the sector.
- Provision of training on products and solutions as required to contractors, consultants, and NR employees.
- Development of business and commercial plans aligned to the business strategy.

Associated Responsibilities:

- Liaising with other departments, as required, across the organisation to achieve effective operations of the sector.
- Monthly sales reports.
- Identify and explore new opportunities across different sectors.
- All other duties as deemed necessary by the Sales Manager.

Key Performance Indicators:

1. Number of specifications achieved in the sector.
2. Business growth and margin development.
3. Project pipeline development and success rates.
4. Market share.
5. Disciplined use of CRM reporting when applicable.
6. Product development and innovation

Experience and Training:

- Experience in identifying and delivering new business opportunities.
- Understanding of frameworks and contracts.
- Account Management experience.
- Effective Pipeline Management.
- Seasoned presentation & communication skills.
- Budgeting and forecasting.
- Proficient use of CRM systems.

Essential Criteria:

- Minimum of five GCSE's or equivalent including Maths and English.
- Candidate must have Sales Training.
- Must have experience working within a construction site or similar area of expertise.
- Customer Service NVQ in Construction skills or City in Guilds Certificate is desirable.
- Training in installations is desirable.
- Selling into Local Governments is desirable.
- Civil or Electrical infrastructure installations is desirable.

Essential Competencies:

1. Action oriented
2. Manages ambiguity
3. Collaborates
4. Customer focus
5. Interpersonal savvy
6. Builds networks
7. Shows Self-awareness
8. Situational adaptability
9. Balances stakeholders
10. Technical know-how

*This list is not exhaustive and will be reviewed in line with changing business requirements, a good degree of flexibility and adaptability is critical to this role.

If you are interested in this role, applications can be submitted via recruitment@cubis-systems.com before **Tuesday 15th October 2024**.

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.

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
- Family friendly policies
- Career development opportunities across IPE and the wider CRH Group



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