

Business Overview

Join a high-growth, global business with over £200m+ in revenue, operating across the UK, Ireland, Netherlands, France, and Germany. We specialise in manufacturing solutions that simplify complex infrastructure projects, providing innovative and sustainable products to international clients.

Our market-leading brands—Cubis Systems, NAL, and FILOform—offer smart, safe, and sustainable solutions across various construction sectors. Through innovation, we empower our partners to enhance efficiency and safety with pioneering products designed for simplicity, speed, and reliability.

Together, we are transforming the way our world is built, collaborating on breakthrough ideas that deliver tomorrow's solutions today.

Position: Business Development Manager – EV Infrastructure

Reports to: EV Sales Manager

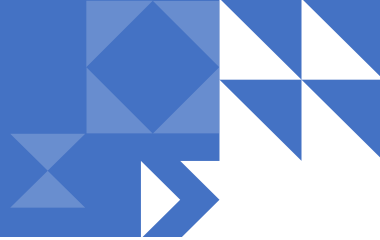
Role Overview: The Business Development Manager EV is responsible for identifying and creating new business opportunities in the EV industry. This role requires a combination of strategic thinking, marketing knowledge, and relationship-building skills to drive growth in the EV sector. The Business Development Manager EV will focus on expanding market share, forging partnerships, and overseeing sales initiatives to increase revenue within the EV industry. The successful candidate will have the following responsibilities:

Key Accountabilities:

- Conduct market research and analysis to identify key trends, potential customers and competitors' activities in the EV industry
- Develop business strategies to capture new markets, expand customer based and drive revenue growth
- Stay updated on government policies, regulations, and incentives related to EVs
- Identify and approach new potential clients, including business in automotive, energy and infrastructure sectors
- Negotiate and establish long term partnerships with key stakeholders, such as OEMs, government bodies, fleet operators
- Collaborate with internal teams (sales, marketing, product development) to align strategies and ensure cohesive execution
- Develop and manage sales pipeline, including lead generation, qualification, and closing deals.
- Set and achieve sales targets, ensuring consistent revenue growth
- Present and promote EV solutions to potential customers, highlighting value propositions
- Work closely with the product development team to communicate market needs and ensure the companies offerings align with customer expectations
- Contribute to the development of new EV products, services and solutions that address market demands
- Build and maintain strong relationships with key customers, ensuring their needs are met and enhancing customer satisfaction
- Provide strategic guidance and consultation to clients on adopting EV solutions
- Prepare regular reports on business development activities, pipeline status and revenue forecasts
- Track industry trends to adjust strategies as necessary to stay competitive in the market

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 EV 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:

- Construction site experience
- Self-motivated with a results-driven mindset
- Ability to build and maintain strong relationships with diverse stakeholders
- Excellent communication, negotiation, and presentation skills
- Civil or Electrical infrastructure installation is desirable
- Experience selling into local government bodies is desirable
- Customer Service NVQ in Construction skills or City in Guilds Certificate is desirable
- Strong understanding of electric vehicle charging point installations and EV industry trends is desirable

Essential Criteria:

- Minimum of five GCSE's or equivalent including Maths and English
- Proven experience in business development, sales role in EV Infrastructure market sector

Essential Competencies:

1. Action oriented
2. Manages ambiguity
3. Collaborates
4. Communicates effectively
5. Customer focus
6. Interpersonal savvy
7. Builds network
8. Persuades
9. Drives results
10. Show self-awareness

*Note: This list is not exhaustive and may be updated based on business needs. Flexibility and adaptability are key aspects of this role.

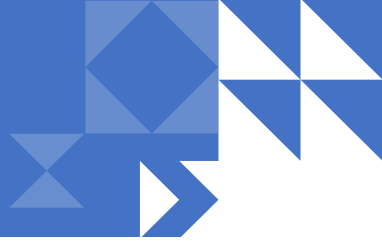
How To Apply

Interested candidates should submit their applications to recruitment@cubis-systems.com by **Wednesday 26th March 2025**.

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