



VACANCY

Business Development Manager

Our company is seeking a highly motivated and experienced Business Development Manager to join our team and help us expand our business within the UK and overseas Defence and Security sectors. The ideal candidate will have a proven track record of generating sales within this industry and a deep understanding of the complexities of government procurement processes.

Key Responsibilities:

- Develop and execute business strategies to drive growth within the Defence and Security sectors in the UK and overseas
- Identify and pursue new business opportunities and partnerships with relevant government agencies, defence contractors and other key players in the sector
- Work closely with internal stakeholders to ensure that product offerings are tailored to the needs of the defence and security market
- Develop and maintain relationships with key decision-makers and influencers within the sector
- Lead the proposal development process, working with technical and operational teams to develop compelling responses to government tenders and bids
- Conduct market analysis to identify emerging trends and potential opportunities
- Maintain accurate and up-to-date records of sales activity and customer interactions using our CRM system
- Represent the company at industry events, trade shows and conferences
- Develop estimates, proposals and bids
- Ensure Company operating systems and policies are adhered to in all respects
- Present professional image at all times
- Carry out duties as directed by Senior Management

Competencies:

- At least 5 years of experience in a business development role within the Defence and Security sector
- Excellent understanding of government procurement processes and procedures
- Proven track record of generating sales and driving revenue growth within the sector
- Strong interpersonal skills and ability to build and maintain relationships with key stakeholders and customers
- Strong communication and presentation skills, both written and verbal
- Ability to work independently and as part of a team, with a high degree of self-motivation
- Willingness to travel as required within the UK and occasionally internationally
- Degree in business administration, marketing, engineering or a related field is preferred
- Eligibility for UK security clearance is required

How to apply:

If you believe you meet the criteria and are keen to work with an expanding Company, please email your covering letter and current CV to careers@hsinfra.co.uk

