

JOB TITLE: Business Development Director – B&I (soft services, cleaning and security)

LOCATION: London and the South East

REPORTING TO: Group Sales Director

This role within ABM will provide a great opportunity for an energetic and enthusiastic individual who excels in a busy environment working to tight deadlines. The successful candidate will have significant experience working and gaining new business in Central London, 'the City' and Canary Wharf particularly in, although not exclusively, the Commercial Real Estate sector. You will be responsible for identifying new sales opportunities, growing the business both organically and through new leads, building and maintain customer relationships, producing tenders and delivering presentations.

MAIN PURPOSE OF ROLE:

To drive sales by identifying new opportunities through networking, cold calling, advertising or other means of generating interest from potential clients. Once identified, you will be responsible for working closely with that client to fully understand their requirements to offer a tailored solution.

Whilst working as part of the sales team you will be responsible for developing a rapport with new clients, setting targets for sales and provide support that will continually improve the relationship. You will also be required to grow existing accounts by presenting new solutions and services to clients.

Strategic planning is a key part of this job description, the successful candidate will be responsible for developing their pipeline and approach to securing new business, this will require a thorough understanding of the market, ABM's solutions and of the company's ambitions.

KEY RESPONSIBILITIES:

- Identify new clients, build relationships and convert to opportunities
- Research, identifying potential clients and the decision makers within the client organisation
- Cold call as appropriate to support the sales plan to build a robust pipeline of opportunities
- Attend trade shows, networking events as appropriate
- Plan approaches and pitches. Work with the Bid team to develop proposals that speaks to the client's needs, concerns, and objectives – client-based selling
- Commercial awareness – able to price the solution/service
- Track and Update Salesforce with new leads etc and provide weekly feedback to the Bid team
- Produce various internal management reports and present to the SLT

ESSENTIAL SKILLS:

- Exceptional communication skills
- Excellent all-round IT skills
- Excellent commercial awareness
- Proven experience within a sales role within the FM industry
- Ability to prioritise workloads and meet deadlines
- Effective and confident communicator
- Excellent presentation skills
- Good organisational, management and leadership skills
- Able to work individually and as part of a team
- A professional, strategic approach to tasks
- Provide innovative thinking and ideas – entrepreneurial
- Demonstrate good judgement and decision-making skills
- Self-motivated with positive work attitude
- Punctual and reliable nature
- Prepared to learn and taken on responsibility
- Salesforce experience preferred

ACADEMIC REQUIREMENT:

- A Level English and Maths (Desirable)
- A Level Creative Writing (Desirable)