

Business Development Manager (London and Surrounding Areas)



To perform a business development role as a senior manager; to create new business opportunities, raise the profile of Vital Energi in the market place and extend the range of services which Vital can offer by growing the present network of complimentary partnerships as well as extending the boundaries of the company's geographic coverage. The role is to be performed and measured against agreed targets to be jointly set.

Key Duties:

- To maximise all potential revenue opportunities with both new and existing clients across our three revenue streams; Projects, O&M and Products
- Be proactive in selling solutions to both commercial and public sector clients
- Preparing client focused technical presentations, proposals and tenders
- To liaise with Marketing, Design, other BDM's and Directors/Senior Managers to establish current enquiries and future leads

Ideal skills and experience:

- Minimum ONC in M&E or Building Services
- Ideally 5 years client facing experience with District Heating Systems, CHP / Biomass energy centres or Industrial/Commercial Boilers
- Knowledge and understanding of design solutions
- Used to working in a target driven environment and to deadlines
- Driving license
- Excellent time management and organizational skill
- Proven track record in sales and selling solutions
- M&E or Utilities background
- Experience of new build M&E projects
- Useful to have mixed experience in the market place i.e. land owner, developer or have worked on behalf of a housing association.