

Volker Gruppe Job Description

Business Development Manager

Location: United Kingdom | **Department:** Commercial Department

Role Summary

The Business Development Manager is a crucial commercial role responsible for driving revenue growth, identifying new business opportunities, and establishing strong client relationships across the UK. This person will be instrumental in expanding Volker UK's market presence and securing profitable contracts.

Key Responsibilities

- Identify and qualify new business leads and opportunities within target markets.
- Develop and implement strategic business plans to achieve sales targets and objectives.
- Cultivate and maintain strong relationships with key clients, stakeholders, and industry partners.
- Prepare and deliver compelling presentations and proposals to prospective clients.
- Negotiate contracts, ensuring terms are favourable and align with company strategy.
- Monitor market trends, competitor activities, and customer needs to inform business strategy.

Required Skills & Qualifications

- Proven track record in business development or sales within a relevant industry (e.g., construction, logistics, infrastructure).
- Exceptional communication, negotiation, and interpersonal skills.
- Strong strategic and commercial acumen.
- Ability to work independently, manage a pipeline, and travel as required.
- A relevant degree or equivalent professional qualification is typically preferred.