

Senior Business Development Manager

Location Hampton Hill

Company Summary

Carbon Architecture is an established, expanding company that has a strong reputation for delivering solutions which help businesses reduce Carbon, Energy and Waste.

Heading into their 13th year the management team are now looking to bring in a Senior Business Development Manager to support business growth.

Alongside its core consulting services, the company is now establishing a solid platform for growth based on technology and a recurring revenue model. Carbon Architecture is developing IP through a data analytics managed service for use in commercial buildings and industry as an integrated cloud-based solution (hardware, software & services).

The business also has a second arm; Green Mark. This green accreditation scheme is a web-based portal which provides companies of all sizes a framework to establish their own Environmental Management System. Green Mark is experiencing rapid growth as it moves from being a solution for SMEs, to one which is also scalable for larger business portfolios with multiple sites. There is huge scope to develop the brand.

Role Description:

You will be responsible for taking the lead in the development of new business opportunities that support Carbon Architecture's growth strategy; specifically generating new business from a designated territory of UK businesses, a mix of FMCG, retail, hospitality and public sector, explaining the benefits of Carbon Architecture's portfolio of products and services and securing new clients with a particular emphasis on Green Mark and InMetriks. As a senior member of the Business Development team, you will be responsible for reporting team monthly/quarterly team sales figures, forecasting and working closely with the CEO and UK Director on overall sales strategy/growth plan.

As a senior member of the team, you will also be responsible for developing sales strategies with senior management and responsible for the day to day running of the business development team when the Director is absent.

Key Responsibilities:

This is a sales focused senior role, reporting to the CEO, responsibilities include:

- Expanding the client base through sourcing and pitching new business - actively pursuing business opportunities, sales leads and strategic partnerships - conducting business development calls and attending client meetings and presentations.
- Work with Business Development Executives to research & identify relevant leads to contact
- Maintain and develop contacts and relationships with customers at all levels and identify important stakeholders
- Understanding a business's needs and pitch CA's relevant products as a solution to those needs.
- Initiation/drafting of proposals/tenders, assurance of proper technical and contractual handling, coordination of proposal development process
- Leading sales projects / negotiations through to closing

- Maintain knowledge of all product and service offerings of the company
- Responding to sales requests and calculating client quotations
- Attend conferences and industry events to promote product solutions and identify new prospects
- Develop and maintain a robust, targeted deal pipeline to continuously grow the business and generate sales
- Developing, leading, and executing the CA sales/business plan
- Work with Marketing and other resources to help develop opportunities.



- Work closely with company directors providing relevant feedback & intelligence on marketplace, competitor activity and product development & help devise and implement a win strategy.
- Develop and maintain CRM
- Use reporting tools to ensure KPI's are measurable and activity information is accurate.
- Responsible for the BD teams' pipeline (Pipedrive) – Providing regular accurate pipeline and forecast reports to management as required.
- Attending training and development / continue to develop sales and technical skills

At Carbon Architecture we believe that diversity drives innovation, and we strive to create an inclusive environment where everyone can do their best work. All qualified applicants for this role will be considered regardless of age, gender identity, nationality, race, sexual orientation, disability, religion or belief.