

## Job Description

<b>Job Title:</b>	Business Development Manager
<b>Reporting To:</b>	Managing Director
<b>Department:</b>	Sales
<b>Salary:</b>	Competitive + targeted bonus

### About us

Since its inception in 2014, AM Electrics has moved from strength to strength. At AME, we're proud to deliver high-quality electrical services across domestic, commercial, and industrial sectors. With decades of experience and a strong commitment to safety, innovation, and customer satisfaction, our expert team handles everything from full-scale installations and maintenance to bespoke electrical design. From your first consultation to final commissioning, we bring reliability, professionalism, and technical excellence to every project. Our work speaks for itself and our clients trust us to keep their operations running smoothly and safely.

### The Role

As a BDM, you will play a key role in sourcing sustainable business opportunities within the UK for our Electrical, PV & EV services, while providing exceptional customer service and contributing to the company's long-term growth.

### Key Responsibilities:

#### Business Development & Sales

- A self-starter able to drive new business by targeting and converting enquiries into confirmed opportunities.
- Proactively build and maintain a strong pipeline of opportunities to achieve or exceed agreed sales targets.
- Identify and explore new business streams, including participation in regional and national sales events.

#### Client & Account Management

- Develop, manage, and nurture relationships with key accounts, ensuring high levels of repeat business and customer satisfaction.
- Interpret customer needs with a deep understanding of the PV, EV Industry, providing tailored solutions.
- Act as a trusted partner to clients by ensuring excellent communication and responsiveness.

#### Collaboration & Delivery

- Work closely with other Senior Managers and Estimating Engineers to deliver accurate, timely, and competitive quotations.
- Partner with colleagues across departments to enhance the sales process and improve the overall customer journey.
- Provide support for customer enquiries and ongoing orders.

### **Performance & Market Insight**

- Monitor and evaluate personal performance against agreed objectives and KPIs.
- Stay informed of competitor activity, industry developments, and market trends to identify new opportunities.
- Contribute to the continuous improvement of sales processes and practices.

### **Experience & Qualities**

#### **Essential:**

- Proven track record of success in a sales or business development role, with consistent achievement of targets.
- Experience in the Electrical, PV, EV sectors, or a customer-focused sales role.
- Strong account and portfolio management skills, with the ability to handle multiple clients and projects effectively.
- Confident communicator, capable of building strong relationships with clients and colleagues at all levels.
- Excellent verbal and written communication skills.
- Strong IT skills, particularly in Microsoft Outlook, Word, and Excel.

#### **Desirable**

- Professional Sales or Management qualification
- Marketing qualification/experience

#### **Perks & Commitments:**

- Full-time, Permanent role
- Career progression
- Monday – Friday 8:30 am – 5:00 pm (40 hours per week)
- 25 days holiday + bank holidays as standard + extra day for your birthday
- 5% employer pension contribution
- 2x Death in Service Cover
- Cycle to work scheme
- Private health cover, half paid for by us, and fully paid after 3 years