

<b>Job Title:</b>	International Business Development Manager- Utilities
<b>Ref:</b>	SYR05
<b>Location:</b>	Norwich
<b>Package:</b>	Circa 50,000 + Excellent Benefits
<b>Industry:</b>	Utilities

**International Business Development Manager – Utilities**  
**Based in Norwich**  
**Salary: Circa 50,000 + Excellent Benefits**

**The Role:**

In the role as Business Development Manager you will be selling advanced technology and services for utility pipeline operators both within the UK and internationally, initially with a focus on the water sector.

Working within targeted territories, you will be tasked with generating new business opportunities and building on existing client relationships to move the business forward. In support of that, your role will also encompass the development of key partnerships and alliances in those territories. It is therefore critical that you can build deep long-term relationships with potential clients and partners alike. Reporting directly to the Business Development Director, you will be responsible for developing and progressing to conclusion sales of the company's products and services. Additionally, you will be responsible for identifying and securing partnering and alliance propositions. Throughout, this role will require your working closely with the company's delivery teams and transitioning secured opportunities to them. You will also be expected to support the development of applicable marketing materials and update the company's CRM systems.

This role will require international travel and frequent protracted periods outside the UK.

**The Candidate:**

The ideal candidate for the Business Development Manager role will be highly experienced within the utility sector, preferably including experience of technology-related products and services. You will also have a demonstrable track record of developing and winning international business in a similar role ideally for a small or medium sized enterprise. As the Business Development Manager, it is essential that you are able to identify and develop relationships with clients and key partners in the relevant territories, whilst maintaining intercultural sensitivity. Experience with dealing with clients in North America, the Middle East or the Far East would be seen as an advantage.

You will be a commercially astute individual with excellent communication and influencing skills, plus highly motivated with a flexible and proactive attitude. Additionally, you will have the ability to work on your own initiative and within a team.

Experience of the water sector is not a prerequisite of this role with applicants also invited from the electricity, gas and telecoms sectors.

There is a potential for this role to be home based for the right candidate though regular attendance at the Company's Norwich base will be expected when not abroad.

**The Company:**

Our client is one of the world's leading developers of pipeline monitoring technology and services. Initially focussed on the water sector, the company offers multi-award winning solutions that help companies manage pipeline networks more effectively, mitigate risk and improve maintenance and durability as well as helping them reduce water losses and the associated costs.

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### **The Package:**

As the Business Development Manager you will receive a basic salary of circa £50,000. Your benefits will include a discretionary bonus scheme and share options. The successful candidate will receive 25 days annual leave as well as extensive international travel.

This is a great opportunity for an accomplished and experienced international Business Development Manager to join a dynamic market-leading company. To apply for role, please submit your CV and a covering letter quoting reference SYR05.

This role may be suitable for you if you have a background in any of the following: Territory Account Manager, Business Development Manager, BDM, Account Manager, Territory Business Development Manager, International Business Development Manager, Commercial Manager, Area Sales Manager.