



Business Unit	Business Development
Job Title	Business Development Manager
Reporting to	Head of Business Development – UK & Ireland
Location	UK

WE ARE CDE.

HERE TO CREATE OUR BEST WORLD, A TON AT A TIME.

Sand is a finite resource, and it's running out. Today, population growth and the pace of progress means the world is devouring sand like never before – 50 billion tonnes a year globally. This demand is unsustainable. Together with our customers we have already diverted over 100 million tonnes of waste material from landfill and put it back into the materials market for use in construction; protecting sand & aggregates in areas where natural material reserves are in decline and enabling production to happen closer to markets. We are minimising environmental impact and laying the foundations for the circular economy.

At CDE we work across the natural processing and waste recycling sectors, in five regions, to pioneer industry-leading, world-changing engineering solutions. Our headquarters are in Northern Ireland, and we have offices in the USA, Australia, Austria, and Brazil. For over 30 years we have relentlessly innovated and co-created wet processing solutions – completing over 2,000 global projects – and we're only getting started. Our purpose is to create our best world, a ton at a time; empowering our customers to transform their materials into valuable resources for the betterment of people, planet, and their bottom lines.

Discover more about life at CDE www.cdegroupp.com

Job Purpose

This person will have significant input into the success of the CDE in the UK region. They will aid the specific development of the market in England, as well as have responsibility for the delivery of annual sales targets and broader business development.

NB. this job description is not exhaustive as other duties may be required to fulfil the requirements of the role.

Responsibilities

- Achieve revenue targets and business objectives within the region. Using sales craft, along with washing solutions experience / expertise, and market knowledge, to lead the CDE supporting team to progress potential capital projects, so that:
 - Customer technical and commercial requirements are clearly understood
 - The customer gets the technical and commercial solution they need.



- The CDE project team is supportive of the technical and commercial obligations within the contract.
 - The value of the sale (strategic, operational, and/or commercial) is maximised.
- Build customer relationships, rapport and trust to effectively manage the full sales cycle, including the negotiations on major projects
- Ensure the CDE attracts and retains suitable business introducers and agents to uncover opportunities for CDE's solutions in the target region, however, always retaining the ability to sell directly.
- Coordinate and follow up on existing leads and generate new leads in an effective and structured manner.
- Be familiar with direct-to-end-user selling and capable of building a pipeline efficiently
- Effectively manage long consultative selling cycles for capital equipment as well as fulfilling shorter-term customer requirements.
- Identification, profiling, analysis and implementation of new business opportunities in the nominated market.
- Develop, update and maintain a database of existing and potential customers through the development and implementation of a "Customer Relationship Management" system.

Other

- Contribute to the ongoing planning and development of the Company's sales and marketing, and business development strategies.
- Contribute to new product/service development, promotion/distribution, customer care and the Company's approach to quality through the presentation of customer feedback and market research.
- Support all public relations and promotional activity undertaken by the Company in conducting business with its customers in the nominated region, building CDE brand awareness and developing Unique Selling Points.
- Demonstrate the technical ability of CDE products to potential customers.
- Ensure the BD Team Identification, profiling, analysis and implementation of new business opportunities in the regional market.
- Adherence to the Company Health & Safety Policies and Procedures.
- Any other duties within reason and capability associated with this role.

Skills, Knowledge, Attributes and Experience, the successful candidate will:

Criteria	Essential	Desirable
Disposition	Strong interpersonal skills with the ability to build trusted customer relationships and to lean on your contact network. Professional and ethical in approach. Enthusiastic, solutions-oriented, self-starter able to work on their own initiative.	
Qualification/ Attainments	• Good level of secondary education with a high degree of numeracy and literacy	
Relevant Experience	• Proven track record in achieving business targets • A minimum of 3 years of Sales experience • Experience in establishing and maintaining successful customer partnerships • High degree of experience of working in the materials processing and/or inert materials recycling industries in the target region.	• Can demonstrate a high level of technical competence and process knowledge in washing / wet processing equipment in the region. • Extensive contacts/customers within the materials processing industries.
Special Aptitudes	• Excellent interpersonal, presentation, and negotiation skills • Sales craft • Well-developed analytical and problem-solving skills • Computer literate	
Circumstances	• Available to work flexible hours and to travel as necessary • Valid driving licence	