

## Job Description

<b>Job Title:</b>	Business Development	
<b>Job Location:</b>	Aberdeen	
<b>Job Purpose:</b>		
Fostering growth of the business in line with the business plan and business model. Putting new projects, opportunities, and clients in the pipeline, both UK and international. Develop sales and marketing strategy, working along with other departments such as R&D, manufacturing, and operations.		
<b>Internal Relationships:</b>		
<b>Directly Reports to:</b>	Chief Executive Officer	
<b>Directly Supervises:</b>	N/A	
<b>Main Responsibilities:</b>		
<ul style="list-style-type: none"> <li>Discover and explore business opportunities.</li> <li>Build market position by locating, developing, defining, and closing business relationships.</li> <li>Identify business opportunities by researching industry and related events, publications, etc.</li> <li>Locate and proposes potential business deals by contacting potential partners.</li> <li>Screen potential business deals by analysing market strategies, deal requirements, and financials.</li> <li>Examine potentials and any associated risk for the business within new opportunities.</li> <li>Identify partner &amp; client needs and goals.</li> <li>Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.</li> <li>Enhance company reputation by accepting ownership for accomplishing new and different business requests.</li> <li>Explores opportunities to add value to job accomplishments.</li> </ul>		
<b>Requirements:</b>		
<ul style="list-style-type: none"> <li>Cross industry Market knowledge</li> <li>Motivation for sales</li> <li>Prospecting skills</li> <li>Closing skills</li> <li>Sales planning</li> <li>Selling to customer's needs</li> </ul>	<ul style="list-style-type: none"> <li>Territory management</li> <li>High Energy level</li> <li>Meeting targets and goals</li> <li>Professionalism</li> </ul>	
<b>Personal Qualities:</b>		
<ul style="list-style-type: none"> <li>3 -5 years of sales, business development experience</li> <li>Proven track record in sales and Business development</li> </ul>		
<b>Personal Qualities:</b>		
<ul style="list-style-type: none"> <li>Well organised and dependable.</li> <li>Capable of working with minimal supervision.</li> </ul>		
<b>Individual Quality and Safety Responsibilities:</b>		
<ul style="list-style-type: none"> <li>To comply with SPIRAL SERVICES LIMITED policies and procedures.</li> <li>Positive and proactive attitude to quality and safety.</li> </ul>		