

Business Development Manager



THE ROLE AND WHAT TO EXPECT

Adi Environmental are currently looking to expand their team and are looking to recruit a Business Development Manager to fulfil adi Environmental contractual water treatment obligations, ensuring legal responsibilities are met. To provide a consultancy sales and service focusing on the management of water and steam quality to improve the efficiency of the plant, comply with legislation, reduce energy consumption, lower maintenance costs and reduce plant downtime. To lead your team of Service Chemists by adding value to the work of your team, maximise the realisable business, at acceptable margins, to achieve plan. To inspire and empower everyone to understand and do willingly all that is required to achieve continuous sales and profit growth.

WHAT YOU WILL NEED TO SUCCEED

- At least 5 years' experience within the industrial water treatment industry is required.
- A good knowledge of Acop L8/HSG 274 and BS2486 legislation is required.
- Proven experience of account managing a multi-faceted industrial process site incorporating pre-treatment plant, cooling towers, steam boilers, CL02 systems and effluent plant essential.
- Have excellent interpersonal skills with ability to build relationships both internally and externally and negotiate at all levels.
- Proven water treatment sales experience including development of business plans and accurate forecasting.
- Have a pro-active approach with the ability to work without supervision, take ownership, accountability and make decisions without daily guidance.

ABOUT ADI GROUP

adi Group is a large, multi-disciplined, privately owned engineering company offering a single source, integrated service to provide Totally Engineered Solutions. Founded in 1990, the group specialises in supporting the manufacturing sector in the UK & Ireland, through 16 limited companies and over 20 service divisions. Enjoying exponential growth over the last three years, the Group has seen its workforce increase by 50% to over 500 employees and is expected to double in size by 2020.

WHY WORK FOR US

Whether you work at our flagship head office, at one of our 11 regional offices, or at one of our client residencies, a job at adi is fast-paced and promises variety, progression and opportunity.

We are dedicated to creating a winning team with a strong work ethic, a commitment to excellence and above all, a passion for engineering.

HOW TO APPLY

If you are a professional hands-on, self-motivated and team focused individual who is reliable and flexible in their approach to work with a keen eye for accuracy and attention to detail – we want you!

To apply, please visit: www.adiltd.co.uk

adi Group is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or beliefs, marital status, or pregnancy or maternity.