

# Business Development Manager



## THE ROLE AND WHAT TO EXPECT

Working to the sales and business plan as determined by the adi Projects signed off 2017-20 business and in conjunction with the Group Sales and Marketing Director and operational team in the adi Project's business, to manage the generation of profitable business in line with this sales plan.

- Successfully create and lead complex construction/project bids to new and existing manufacturing sector clients
- Initiate and develop relationships with targeted prospect organisations
- Convert client relationships and requirements into value adding propositions
- Deliver individual annual sales targets as set by adi Projects
- Maintain an up to date record of pipeline opportunities on the adi Group CRM/business system

## WHAT YOU WILL NEED TO SUCCEED

Currently operating at a senior stakeholder level (MD & CEO) where a clear influence in decision-making is key. Ideally having a background in the pre/construction arena or similar level of experience in UK manufacturing construction.

## 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](http://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.