

Summary

- Develops and implements a market driven sales strategy that drives revenue and margin growth for CLIENT
- Ensure objectives are fully aligned with BU's strategic plan and business unit goals
- Builds key customer relationships, identifies business opportunities, negotiates and closes business deals
- Drives key BU growth opportunities increasing leads generated and bids submitted
- Maintains an extensive knowledge of current market conditions and developing opportunities
- Develops and enhances our existing market position across the full range of products, services and training
- Works to defined business development objectives within tiered key accounts
- Identifies and develops adjacencies across both markets and applications
- Utilises and supports the development of processes and tools that drives proactive key account management activities
- Seeks to continually raise the bar on sales performance and personal development focus areas
- Accurately maps, documents and reports key data and activities related to business development function

Qualifications & Requirements

- Preferably educated to degree level, or possesses relevant business and industry experience
- Strong and thorough knowledge of the oil & gas market including key stakeholders
- Thorough understanding of market trends, regional influences & IOC/NOC drivers
- Associated knowledge of oil & gas facilities & assets including MRO and capital projects activities & revenue streams
- Knowledge of industrial passive fire protection methods and applications advantageous
- Ability and willingness to travel globally
- Travel 50% of the time both domestically and internationally
- Able to perform key elements of the role to a high standard continually raising the bar
- Full Driving License

Role Responsibilities

Develops and implements a market driven sales strategy that drives revenue and margin growth for CLIENT

- Accountable for results and achievements for specified industry & allocated sales region
- Understands and drives profitable business targets, effectively managing self towards achieving set & defined objectives
- Attends industry events and promotes Client, systematically expanding contact base and network
- Identifies and manages strategic growth opportunities, prioritising time & resource to ensure effectiveness
- Maintains an extensive knowledge of current market conditions and developing opportunities
- Develops and enhances Client's existing market position across the full range of products, services and training
- Ensures objectives are fully aligned with BU's strategic plan and business unit goals

Builds key customer relationships, identifies business opportunities, negotiates and closes business deals

- Maintains a thorough knowledge of key accounts and develops detailed and effective plans to position company as strategic business partner
- Builds key customer relationships within designated key accounts systematically expanding network of contacts
- Develops extensive industry experience and network in related product, service and associated disciplines
- Effectively manages Client relationships providing timely responses and exceptional levels of service
- Applies a key account management process including key principles of customer insight, orientation & segmentation
- Networks through industry events, visits, forums & platforms securing new business & leveraging available channels driving new strategic growth opportunities.
- Thoroughly researches and understands key customers and their business, products, industry, goals and objectives that drive their business requirements marrying these with Client capabilities to offer effective & aligned solutions
- Understands the competitive landscape & dynamic within their market and key customer accounts
- Make presentations on solutions and services that meet or predict Clients' future needs

Internal Customer Management & Service Orientation

- Understands and collaborates with internal Client departments to effectively deliver to promise
- Can navigate internal organisation effectively applying policies & tools that enable outcomes in line with procedures
- Owns opportunities & holds others accountable for outcomes
- Able to make things happen with a quick call or email
- Can align & lead a tailored team to affect an outcome to relevant timelines
- Maintains a good knowledge & understanding of activities across the business to manage approach accordingly

Drives key BU growth opportunities increasing leads generated and bids submitted

- Focuses on delivering against target holding themselves accountable for results
- Builds, manages and maintains a substantial opportunity pipeline
- Increases the number of leads, enquiries & bids submitted by Client maintaining opportunity pipeline health
- Effectively captures & maintains opportunity data within CRM ensuring information is accurate & current
- Utilises & provides data & reports to enable effective decision making & adjustment in line with business needs
- Applies appropriate time & effort as needed to ensure new business pipeline is continually maintained

Works to defined business development objectives within tiered key accounts

- Has defined & documented BD activities for all targeted opportunities
- Adapts, manages and prioritises effectively based upon changing opportunities for self and team
- Monitors and research's market and application adjacencies to qualify business opportunities including product & service portfolio options
- Ensures that all sales opportunities are fully captured and fully explored
- Oversees the effectiveness of key accounts by:
 - Reviewing effectiveness of planning and execution

- Reviewing effectiveness of inter department communication across the business working to common goals

Utilises and supports the development of processes and tools that drives proactive opportunity development activities

- Understands and can effectively apply strategic account management principles
- Builds & applies experience of reporting software and associated productivity tools
- Identifies and qualifies potential new Client accounts through online research & industry databases
- Contributes to the development of new systems, procedures and initiatives that will assist the business
- Maintains a good knowledge of IT systems including Microsoft Office & TEAMS

Seeks to continually raise the bar on sales performance and personal development focus areas

- Self-driven with thorough attention to detail
- Looks for opportunities to lead & set high standards seeking to continually improve
- Flexible with a determined and ambitious approach to sales
- Able to display agility in daily work and a positive attitude to all aspects of the role
- Self-starter and at ease in a team environment
- Consistently demonstrates personal values that are aligned with Client values
- Freely shares organisational knowledge, insight, best practice and ideas in support of others
- Proactive & self-motivated, effective in managing self, time and associated activities