

BUSINESS DEVELOPMENT MANAGER

Persides is a high calibre independent consultancy with core values focused on customer satisfaction. We offer innovation and supply experts into the Energy and Defence markets with experience spanning the whole project lifecycle.

We are offering a new and exciting opportunity for a Business Development Manager to join the Nuclear Business Unit. We are looking for a talented sales focussed individual readily equipped with strong business acumen and excellent relationship management ability to take a pivotal role in enhancing our position in the nuclear sector. The Business Development Manager will have a wealth of experience, knowledge and contacts gained from the nuclear industry and a flair for identifying and capturing prospects.

Key Responsibilities

- Driving sales growth within the Persides Nuclear sector, particular focus on Decommissioning, New Build and Generating projects
- Identify and exploit sales opportunities
- Supporting the strategic establishment of the sales strategy and plans
- Provide market feedback relative to trends, competition and pricing
- Tactically organise and structure client appointments to carry out capability presentations
- Win business for Persides through direct consultancy based selling
- Build a strong and recognisable presence within the industry as a supplier of choice
- Key contact and account management of current and perspective clients
- Identifying, developing and increasing framework and partnering agreements
- Negotiating contracts, commercial terms and agreements with the aid of the Commercial Manager
- Contributing to marketing, events and membership activities to enhance visibility and position in the market
- Company ambassador at industry days and networking events to actively widen contacts pool
- Supporting the identification and recruitment of suitably qualified multi-discipline nuclear consultants and employees
- Customer engagement and entertainment
- Providing direct and hands on consultancy service to clients where appropriate
- Work towards and exceed group and individual financial targets

Key Skills

- Considerable experience working within the nuclear industry
- A wide range of key contacts within the industry
- Strong sales background having undertaken posts such as a Relationship Manager, Account Executive, Sales Manager, Business Development Manager or similar
- Demonstrable achievement of growing profitable business within the nuclear industry
- Due to the security clearance requirements of this role candidates should be SC cleared at the point employment commences
- Degree qualified or equivalent in relevant technical subject and / or a professional business qualification - Desirable

Behavioural Competencies

- Able to apply a commercial knowledge to work considering financial and competitor factors
- Demonstrable skills in building wide and effective networks of contacts



- Able to present ideas successfully, coupled with strong negotiation and persuasion skills
- Quickly take the initiative, making prompt decisions with considered risk
- An excellent communicator with strong listening skills and a proactive approach
- Adopts high quality standards focussed on service delivery and excelling expectations
- Operates effectively in a pressured environment with multiple demands