

## BUSINESS DEVELOPMENT MANAGER

PCMS is a project management and architectural design firm working on a varied mix of public sector and residential projects. A new vacancy has arisen within our team for a Business Development Manager.

The role of Business Development Manager is to identify, propose and secure project work in order to meet turnover and margin targets. This includes identifying market opportunities, making initial contacts as well as developing and maintaining business relationships. The Business Development Manager will also 'close' deals and secure orders or contracts to support business growth.

The successful candidate will have a university degree or equivalent and a minimum of 3 years direct work experience in a sales / business development capacity, including aspects of sales planning, lead generation, pitching proposals and 'closing' sales. A working knowledge of the construction market and project / procurement processes would be an advantage, and experience of working both independently and in a team is essential. The ability to effectively prioritise and execute tasks in a time-constrained environment is crucial, as are strong interpersonal skills.

Some local / regional travel may be required for the purpose of meeting with clients or contractors, and candidates will need to have a full driving licence.

The working patterns and hours are flexible, but it is envisaged that the successful candidate will work for 3 or 4 days per week (would also consider term-time only contract).

To apply for this vacancy, please email your CV to [info@pcmsdesign.co.uk](mailto:info@pcmsdesign.co.uk) with a covering letter explaining why you will be a good fit for this position. Please also include details of your current salary / expectation of salary.