

# Business Development Manager England & Wales

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|-------------------|--|---------------------|--|
| <b>Department</b> | Commercial                             | <b>Start</b>        | May 2025   |
| <b>Location</b>   | Lutterworth (Hybrid)                   | <b>Reporting to</b> | Commercial Director  |
| <b>Hours</b>      | 37.5 Hours per week<br>Mon-Fri 9am-5pm | <b>Salary</b>       | £35,000<br>+ Company car or car allowance,<br>+ annual bonus |

Elmhurst leads the way as the UK's largest training and accreditation provider for Energy Assessors and Retrofit Professionals. Due to our continued success, we are currently seeking a new Business Development to join our Commercial Team.

As our Business Development Manager you will contribute to our success by developing business opportunities and maximising business profitability. Dealing with mainly new clients to help expand our portfolio and market share across the range of products and services and maximise revenue for Elmhurst. The Business Development Manager is a business advocate, promoting the Elmhurst brand, to meet our Vision to be the leading independent provider of building energy rating expertise.

## What can I expect to do in the role?

- Contribute to the development and implementation of a commercial strategy for the business with the objective of developing significant business opportunities
- In line with this strategy, expand our customer base through the creation of a pipeline in which new business opportunities have been prioritised based on key criteria
- In conjunction with the Commercial Director, identify the key stakeholders and decision makers within the targeted organisations
- Plan and develop a persuasive business case to convince these companies to do business with Elmhurst
- Using the marketing expertise within the company, promote Elmhurst in the marketplace in order to secure new opportunities and enhance existing ones
- Create, negotiate and close commercial agreements within the context of the agreed business and pricing models

- 🌱 Develop an in depth knowledge and expertise within the market for the strands you are responsible for through competitor analysis of pricing, products and services and systematic market benchmarking
- 🌱 Present to and consult with the Elmhurst Executive and Management Team on market trends with a view to developing new products and services to meet customer requirements
- 🌱 Track and record activity on accounts and report in the agreed format for the Commercial function
- 🌱 Attend industry exhibitions as and when required
- 🌱 Assist with bringing to market new business initiatives related to the property sector, including involvement with new product development in the initial and latter project phases.
- 🌱 Keep up to date with the latest technologies and future initiatives being discussed at a Government level.

### About you

People are what make Elmhurst great. It is the drive and commitment of our people that creates our success, which is why we focus on recruiting and developing the best talent. We are seeking an individual who possesses a strong 'Can-Do' attitude, willing to go the extra mile to provide a positive customer experience.

### Essential skills and qualifications:



- ✔ A strong commercial acumen and financial literacy and be able to demonstrate how you have increased revenue through the generation of leads
- ✔ The ability to provide high levels of customer service in a busy environment
- ✔ Experience of developing and maintaining relationships to create new business opportunities
- ✔ A technical understanding of the built environment, construction industry, energy efficient and/or environmental issues
- ✔ Self-motivated by the opportunity to work towards and deliver on targets and KPIs
- ✔ Able to confidently engage with potential new clients and current stakeholders at all levels in a professional manner, inspiring them to see how Elmhurst products and services fulfil a need within their organisation
- ✔ Able to identify key stakeholders and decision makers within new client businesses
- ✔ Ability and confidence to act as an ambassador for Elmhurst
- ✔ Able to champion the Elmhurst business and brand in the external market place
- ✔ Comfortable and confident making presentations
- ✔ Comfortable working in an environment where IT is an important tool for our business.

### Why would I want to join the Elmhurst team?

You will be working with a fantastic team in an environment where culture and employee engagement is an important part of who we are. In addition to job security in a growing industry, benefits we offer include:

- 🌱 25 days paid holiday plus Bank Holidays
- 🌱 a flexi holiday programme with ability to increase holidays to 30 days
- 🌱 full company/occupational sick pay
- 🌱 death in service of 3 x salary
- 🌱 employee welfare cash plan teamed with wellbeing support through an Employee Assistance Programme
- 🌱 Social and charity team activities including Christmas party and free team events
- 🌱 'Perks at Work' membership for savings and discounts
- 🌱 Cycle to work scheme
- 🌱 free private medical cover after 2 years' service
- 🌱 Elmhurst product & services discounts.

### Application process

- Send your CV with introduction to Carolyn our HR Manager at [HR@elmhurstenergy.co.uk](mailto:HR@elmhurstenergy.co.uk). Please let us know with your CV why this role is of interest to you and why you feel you are a great fit for the position.
- First stage: If successful you will be invited to take part in a short MS Teams interview with our Commercial Director, Amo Sihra.
- Interview: Face to face interview for selected candidates will take place at our head office in Lutterworth early May 2025. Anyone reaching the final selection will be invited to make a presentation to our Executive team