EP - International Business Development Manager – Construction

Vacancy Description
Start Date: From July to October
Duration: 6 months or longer

**Incentive of a job Offer:** Permanent for the right candidate at the end of the internship

The Host Company
The host company provides innovative, high quality, tailor-made, turnkey solutions for private investors and government departments.
They are a family run business with a proud history of over 70 years of extensive expertise in the housing, civic buildings and amenities, commercial, defence, education, healthcare and transport sectors.
The host company is the construction partner who understands the industry inside out. They can either take care of the whole development process for the client from beginning to end or any part of the process you require.
Their core values of fairness, integrity, and value for money, delivered in a spirit of co-operation and commitment to complete client satisfaction, underpin everything we do - from concept to completion and beyond.

The Placement
The host company is looking for a dynamic and sales oriented student to help them develop their sales in different countries around the world. Therefore you will be involved in the following:

- Monitor effective implementation of international business development activities
- Develop individual business plans for each designated country
- Administer and develop initiatives to increase sales and market development activities
- Analyse business strategies and develop improvement plans for same to provide appropriate growth to business
- Manage all development process and ensure compliance to government policies and regulations
- Assist businesses to identify opportunities and develop strategic plans to enhance same
- Design plans to achieve all objective and develop plans for new business
- Train and provide guidance to staff members on relevant work
- Coordinate with management team and maintain budgets
- Implement various capture methods for business development
- Review competitor plans and expertise
• Prepare pricing strategies according to customer budgets and procurement methods
• Evaluate market trends and provide appropriate support for product development

Key Responsibilities and Tasks:

• Profile and target new customer opportunities from which to develop new revenue streams
• Research new opportunities and manage the company’s entry and development strategy for the construction markets
• To present the host company to potential clients through visits, direct communication and by networking at conferences, workshops and exhibitions
• Delivery of sales revenue objectives with new clients (and a few existing accounts), working to individual monthly targets and KPIs
• Through ongoing relation building, presentations and new product introduction, update and ‘sell’ clients on beneficial product developments
• Develop and implement key customer account plans
• To develop clients to key account status
• To generate leads through market and client research
• To monitor competitor activity and market dynamics
• Negotiate and close business to exceed targets, engaging multiple stakeholders (internal and external) in the sales process
• Recognise and recommend improvements to existing processes, marketing activities and product portfolio in order to improve revenue performance from the sector
• Produce regular reports and business updates as required
• Complete tasks requested by the Managing Director

The Ideal Student

Essential Skills and Experience:

• Proven track record in business development within the relevant sector. It is preferable that the successful candidate will have existing relationships with a number of business sectors active in the construction market.
• Proven track record of delivering results
• Ideally familiar with international construction development

Person Specification:

• Sales/Business Development/Management or related degree
• Ability to communicate effectively and fluently in English, writing and presenting winning proposals at senior client levels
• A working knowledge of additional languages would be beneficial such as Spanish, Arabic, Dutch, German and so forth.
• Customer oriented, self-disciplined, results focused with a ‘can-do’ attitude
• Strong team players with excellent interpersonal skills
• Cultural sensitivity
• Understanding of the ability to facilitate sales processes
• Strong detail orientation
• Flexibility: Willing to travel nationally and globally

Interested candidates contact to: ispo@emc-dnl.co.uk or register in our website: https://www.ispo.co.uk/students/21/my-account-register