

job description



Position title	National Corporate Development Manager
Date	20.03.2024
Line Manager title	Director of Corporate Development
Grade	6

Purpose

- Create a world class bidding strategy in conjunction with the Corporate Development Director and develop and implement this approach to bid writing within the National and Corporate Accounts function within SUEZ.
- Develop and implement our SUEZ narrative within National and Corporate Accounts effectively delivering this externally and internally.
- To deliver our growth objectives and customer aspirations whilst developing long term relationships with new and existing National and Corporate customers
- Engagement and development of strategic partnerships that facilitate new business and strengthen existing business relationships.
- Extensively network to ensure that new developments and market trends are fully known about and disseminated to the business appropriately.

Key responsibilities

To develop and deliver a world class approach to bid writing and our standing within the market:

- Management and further expansion of the Knowledge Hub working strategically across the business with key stakeholders to facilitate.
- Leading project management and delivery approach on national bids
- Leadership, management and co-ordination and creation of national bid team
- Collaboration, engagement and mentoring of the national and regional bid teams providing ongoing targeted support and a go to point for advice / sounding board.
- Provide energy, inspiration and support to the team to deliver target sector approach and circular solutions to our current and prospective corporate client base
- Support the Director of Corporate Development in developing the knowledge & skills of the team to construct innovative solutions in line with the company's circular economy principles and general vision

Key responsibilities [cont'd]

Develop and implement SUEZ narrative:

- Lead and develop customer centricity within all aspects of our delivery to National and Corporate clients.
- Share Customer Centric best practice and collaborate with regional teams on its implementation.
- Strategic collaboration across the UK and Group teams capturing and disseminating best practice approach and innovation.
- Working with knowledge leaders internally to capture and contextualise information and data for the customer palate.
- Authoring engagement and messaging pieces to support marketing and external comms teams.
- Engagement and supporting regional teams to facilitate access and understanding of the SUEZ narrative.
- Facilitate internal stakeholder discussions to develop and deliver creative technical waste and resource solutions to corporate clients.

To deliver our growth objectives and customer aspirations whilst developing long term relationships:

- Develop and implement customer engagement journey to deliver added value within National and Corporate Accounts
- Leading engagement initiatives to disseminate the SUEZ narrative internally and externally.
- Development of supply chain to support excellence within service delivery to National Accounts and to deliver alignment to SUEZ values, ethics, and strategic pillars.
- Lead relationships with Senior/Director level departmental/regional teams to ensure that they are provided with a commercially competitive supply chain and up-to-date competitive intelligence.
- Facilitate internal stakeholder discussions to develop and deliver creative technical waste and resource solutions to corporate clients.

Engagement and development of strategic partnerships that facilitate new business and strengthen existing business relationships:

- Support Director of Corporate Development in existing strategic partnerships
- Review breath of current offer and seek out new partnerships that will strengthen and develop our delivery, capability and service coverage.

Extensively network to ensure that new developments and market trends are fully known about and disseminated to the business appropriately.

- Be the fulcrum for competitive intelligence and ensure this information is captured, recorded and shared to ensure maximum commercial benefit is achieved.

Skills

- Excellent interpersonal skills with the ability engage with people at different levels.
- Superior communicator, public speaker, written, verbal and presentation skills
- Networking and relationship development
- Business understanding and accountability: Strong financial/commercial understanding and astuteness.
- An ability to influence across the organisation and build and manage multiple lines of business are essential. You have the vision, energy, and commitment to consistently deliver strategic business goals.
- Ability to interpret and quickly analyse complex information covering finance, commercial, legal, strategic and operations.
- Strong organisational and project management skills with the ability to work under pressure and adhere to strict deadlines.
- Mentoring and team developmental skills
- The ability to simplify and translate complex scenarios.

Behaviours

- Strategic thinker demonstrating a balanced analytical and creative approach.
- Natural leader, diplomat and facilitator
- Demonstrates empathy, understanding and self-awareness.
- Superior communicator
- Advocate for positive change and supporting colleagues & passionate and driven.
- Strong and centred moral compass

Knowledge

- An excellent understanding of commercial realities and customer perspective within our sector and marketplace.
- Demonstrable winning experience within high profile and high value bid writing and tender submissions and full process.
- Demonstrable detailed knowledge, understanding and application of the key themes of social value, sustainability, circular economy, decarbonisation, reduction of environmental impact within the corporate marketplace.
- Demonstrable experience of leading and managing a team of experts to deliver solutions and achieve organisational objectives.
- Demonstrable experience of strategic collaboration, engagement, and networking to deliver growth within an organisation.

Specific candidate requirements

Real gravitas is required to interface at the highest organisational level both internally and externally.

Will already be operating and successful within the same or a similar role within a comparably sized organisation.

Authentic and credible they will be operating with the same interests and values outside of work.

A mentor and natural collaborator and be able to demonstrate example of this.

Qualifications

Degree educated.

Professional qualifications or membership in a supporting discipline.

Please note: The content of this job description reflects the main duties and responsibilities of the job and is not intended to form part of the contract of employment. SUEZ may revise the content of the role and responsibilities at its discretion.