

job description



Position title	Corporate Development Manager - South
Date	April 2026
Line Manager title	Head of Corporate Sales
Grade	7

Purpose

- To build profitable business relationships through delivering a unique and tailored client led approach to the corporate marketplace within the UK, primarily focused on our 'South' region.
- Development and delivery of a targeted sales pipeline of prospects within economic resilient market segments to deliver growth to targeted performance expectation.
- Deliver service excellence through a customer centric delivery model.
- Construct and deliver profitable technical client solutions.
- Maximise contract profitability and bid conversion.
- Line management responsibility for Southern based Business Development Managers

Key responsibilities

To manage and develop a team of Business Development Managers within your territory

- Implementation of structure with great organisational ability and depth of knowledge that you are keen to share with your team to ensure that they grow the business under your direction.
- Management of key HR related responsibilities, 121 reviews and personal development plans
- Exemplary leadership, recognising the key balance between commercial excellence, customer delivery, and team leadership.

To build profitable business relationships through delivering a unique and tailored client led approach to the corporate marketplace within the UK:

- Drawing on a comprehensive knowledge of our capabilities and that of our partner organisations to ensure the optimum solution is presented to client tailored to their unique requirement.
- To undertake professional client tender responses/ presentations/meetings/contract negotiations individually or alongside and supporting the Head of Corporate Development and bid team.
- Assist in the development of the market segment insights and collaborate with the marketing and comms teams on developing sector specific messaging and engagement.
- Ensure customer centricity is at the heart of all sales operations from first enquiry through to mobilisation.

Key responsibilities [cont'd]

Development and delivery of a targeted sales pipeline of prospects within economic resilient market segments to deliver growth to targeted expectation:

- Deliver sales growth within the business to targeted levels by developing and maintaining required pipeline of quality prospects to ensure new business corporate revenue, personal growth target of £600k annualised sales (£150k per quarter).
- Through sustained effort supported with our engagement and lead development approach develop high conversion rates from lead to customer.
- Operate diligently and responsibility during customer acquisition to ensure our ethics and values are adhered to and risk to business minimized to exposure to bad debt or malpractice.

Deliver service excellence through a customer centric delivery model:

- Ensure we establish customer values and objectives and listed to their requirement to deliver a customer centric unique and tailored solution.
- To act as an instigator for individual client negotiations, configuring a SUEZ solution to include technical submissions, in line with the SUEZ financial approvals procedure.
- To act as the conduit for all client communications up to and including contract mobilisation
- To engage in customer feedback to ensure service offerings are relevant to customer's expectations.
- Promote a culture of world class basics to give the customer the best possible customer experience.

Construct and deliver profitable technical client solutions:

- Facilitate internal stakeholder discussions with operations, legal, financial, MIS and HR teams to develop and deliver creative technical waste and resource solutions to corporate clients.
- Manage contract development and submissions in line with the SUEZ financial approvals and tender control procedure, presenting bid solutions for authorisation by SUEZ senior management team (e.g OPCOM)
- To ensure a smooth implementation and mobilisation of new business, liaising with all stakeholders to ensure customer experience is positive.
- To evaluate and feedback to senior management team market trends including competitor positioning, structures and commercial decision making, movement of key staff, individual market procurement models, key ESG trends within decision making.

Maximise contract profitability and bid conversion:

- Overall responsibility for each contract bid co-ordination – through liaison with financial analyst team, research and analyse optimum operations' solution, configuring various commercial scenarios to determine maximum opportunity for bid conversion.
- Ensure diligent and detailed handover to Key Account Management team.
- Specify the added value and cost reduction expectations of the contract journey by way of detailed improvement plan, so that these can be followed through and are accountable within the Key Account Management team.

Skills

- Excellent people management and coaching/development skills with a strong understanding of talent/succession planning
- Building and delivering strategic growth plans for key market sectors and operational territories
- Excellent interpersonal skills with the ability engage with people at different levels.
- Excellent communicator and negotiator along with Superior written, verbal, and presentation skills
- Networking and relationship development and fostering strong cross-functional teamwork and results; ability to work on one's own initiative whilst creating a strong sense of team.
- Business understanding and accountability: Strong financial/commercial understanding and astuteness.
- Strong organisational and project management skills with the ability to work under pressure and adhere to strict deadlines.
- The ability to simplify and translate complex scenarios.

Behaviours

- Balanced analytical and creative approach.
- Hunter sales approach – strong desire to win new business, Passionate and driven.
- Collaborator, negotiator, and facilitator
- Demonstrates empathy and understanding and is self-aware.
- Superior communicator
- Advocate for positive change and supporting colleagues.
- Strong and centred moral compass

Knowledge

- Demonstrable track record of executing business growth through the delivery of complex solutions and negotiating B to B contracts within a wide range of industry sectors.
- Real gravitas is required to take lead on contract negotiations at a senior level high level; strategic thinking ability demonstrating a balanced analytical and creative approach to negotiations and project delivery.
- Financially astute with experience and knowledge of linking into P&L and CAPEX decision making.
- 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 track record of managing commercial negotiations and relationships at a senior/board level.
- Proven success in driving consultative, complex, negotiations by leveraging existing contacts whilst building new ones, creating strong networks and exploring new opportunities.

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.
Develop instant rapport and build successful relationships quickly.
Clearly demonstrates hunter abilities and personality.

Qualifications

A levels or equivalent – proven track record and success more valued
Professional standard of written and spoken English

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.