job description

Position title	Business Development Manager
Division	I&C

Purpose

This role exists to deliver strategic business growth by securing large, complex and high-value contracts, developing market opportunities and delivering commercially sustainable solutions for customers and SUEZ.

General

Key responsibilities

- **Strategic Business Growth**
- Achieve and exceed revenue and business growth targets.
- Develop and execute strategic territory and sector growth plans.
- Identify and develop large-scale new business opportunities.
- Build long-term pipelines aligned to business objectives.
- **Bid & Proposal Management**
- Lead the development of high-quality bids and proposals.
- Create compelling customer value propositions and commercial solutions.
- Manage bid activity through governance and approval processes.
- Coordinate internal stakeholders throughout the sales cycle.
- **Commercial & Contract Management**
- Develop robust commercial models and business cases.
- Lead complex negotiations and contract discussions.
- Support mobilisation activities following contract award.
- Ensure successful transition to account management teams.
- **Market & Stakeholder Development**
- Build relationships with senior customer stakeholders and decision makers.
- Collaborate with marketing teams on targeted campaigns.
- Monitor competitor activity and market developments.
- Identify emerging opportunities across priority sectors.

General

Skills

- Strategic sales and business development.
- Advanced commercial and financial acumen.
- Complex negotiation skills.
- Bid management and proposal writing.
- Project management.
- Presentation and storytelling skills.
- Stakeholder mapping and engagement.
- Strategic planning.
- Problem solving.
- Emotional intelligence and influencing.

Knowledge

- Bid management and complex sales processes.
- Multi-sector business development.
- Strategic sales methodologies.
- Commercial contracts and negotiations.
- Market analysis and competitor awareness.
- Industry and waste management knowledge.
- Go-to-market and marketing principles.

General

Specific candidate requirements

- Full UK driving licence.
- 3-5 years' successful business development experience.
- Proven track record of delivering new business growth.
- Experience managing complex sales cycles and high-value opportunities.
- Advanced Microsoft Excel and PowerPoint skills.
- Industry experience preferred.

Qualifications

- Good standard of secondary education.
- Business, sales or commercial qualification desirable.
- Relevant industry memberships or qualifications (e.g. CIWM, WAMITAB) desirable.

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.