

Business Development Exec (Brighton / Surrey / Kent)

Westridge Construction Ltd

JOB DESCRIPTION

Overview

Westridge is a forward looking construction company based in Bodiam, East Sussex, with regional offices in Hove, Ashford and Surrey. We carry out projects throughout the South East and are planning to expand our operations to in excess of £60m over the next few years. Due to this continued growth we are looking for Business Development Executive to join our team.

The successful candidate will work closely with the Business Development team, identifying good opportunities through direct visits, networking events and various industry professional groups. You will have the ability to develop new clients and business in all sectors, whilst maintaining relationships with existing clients and will positively demonstrate the ethos, values and integrity of Westridge Construction Ltd.

Your duties will include but are not limited to the following:

- Identify new leads, in line with the Business development plan
- Develop and manage long term business relationships with clients, architects and cost consultants
- Visit new and existing clients, record and report back
- Prepare business development strategies
- Generate a pipeline of deals in the CRM system, which is regularly reviewed and updated

Skills and Qualifications Required:

- **5yrs+ within the construction industry**
- A recognised sales and marketing qualification and / or proven track record of experience in the construction industry
- Full UK Drivers License
- Good attention to detail
- Thorough understanding of the construction industry and the different procurement routes available
- Proven track record in delivering sales across a diverse client base
- Exceptional relationship management and networking abilities coupled with a genuine passion for the industry
- Natural gravitas to engage with and provide confidence to industry professionals
- Performance driven – energy, drive and determination
- Strong communication skills in all forms

Conditions and Package:

Salary

- Competitive, based on skills and experience

Holiday

- 20 days holiday plus Bank Holidays, part of this allowance will be taken during the Building Industry shutdown (Christmas to New Year)
- Additional loyalty days are accrued at 1 day for every two full calendar years service, to a maximum of 5 extra days

Pension

- Workplace Pension Scheme

Health Cash Plan

- Applicable after 1yrs service

Private Medical Insurance

- Applicable after 2yrs service

We are an Equal Opportunities Employer