



JOB DESCRIPTION

Job title
Business Development Manager – Property Sector
Name of person reporting to and job role
Haydn Keen – RSK Group Business Development (BD) Director (Property Sector)
Role – Overview <p>The RSK Group principally provides consultancy services and some contracting services world wide through over 200 business within the Group.</p> <p>The RSK Property Sector team focus on the new build and retrofit of commercial and industrial property (including Datacentres), residential, education and industrial buildings in the UK.</p> <p>This role is particularly focussed on commercial property developers, all levels of educational buildings and residential property. Although a nationwide role, you will be targeting UK's major cities, and your role will include the coordination of the London and SE Group of businesses (approx. 30 number) to maximise opportunities in that region.</p> <p>The role is home based with regular visits to nationwide RSK Offices and to national conferences where necessary.</p> <p>You will be joining the Property BD Sector Team which currently comprises a Business Development Director (Haydn Keen) and two BD Consultants.</p>
Responsibilities
<ul style="list-style-type: none">• Identifying potential clients and acting as the key point of contact for early client engagements• Managing prospects and clients to maximise opportunity for all relevant RSK businesses• Supporting / leading tender and framework responses• Maintaining client relationships including following them as they change employment and recording on the CRM system• Representing the group at industry bodies and organisations such as the Housing Forum• Managing marketing campaigns and working with appointed Direct Sales representative• Promoting effective engagement with clients, following up with prospects and maintaining accurate records of all sales activities on the CRM• Assisting with the implementation of individual company marketing plans as needed• Promote the complete offering of RSK Group at conferences and in the media• Develop a strong internal network able to collaborate with teams from businesses within the RSK Group to maximise cross selling opportunities• Promoting our collaborative solutions from a mixture of RSK businesses to potential clients• Achieving ambitious sales targets in supporting RSK businesses to deliver their Business Plans
Qualifications/Experience
<p>The successful candidates will need to have:</p> <ul style="list-style-type: none">• Existing and demonstrable property sector experience, or passion to develop an understanding of the current / forthcoming issues affecting each of the property sector elements listed above• Strong experience of BD, sales and marketing with proven track record of sales achievements• Excellent commercial skillset with a proven record of success• Direct experience of leading client engagement at conferences and exhibitions• Excellent social skills, able to communicate effectively in large and small group settings



- Confident at media interactions via channels such as LinkedIn and have already developed a strong online presence
- Highly organised, with the ability to work individually and as part of a team
- Tenacious and self-motivated
- Excellent presentation skills
- An ability to recognise and create a problem-solving solution for clients by combining two or more RSK services/businesses
- Strong communication skills to develop effective relationships with business leaders and key decision makers both externally with prospects, and internally across the RSK Group
- IT literacy, particularly in the Office 365 platform, is essential
- Willingness to travel and stay overnight for events and conferences
- Full driving licence

I hereby agree that I have read and understood the job description.

Signed

Date

Name