

# Senior Business Development Manager

## Company Background

Reactec are a privately owned, progressive technology company with a mission to make workplaces safer places to be. Our philosophy - you cannot manage what you don't measure – and when you do you can be a prevention engineer for workplace health and safety. This principal has guided us for over 20 years from our roots in Edinburgh University to now being a torch bearer for the role of workplace wearables and cloud-based data analytics. We help forward thinking organisations switch from being mitigators of industrial workplace health risk to being preventers. Whether it's monitoring exposure to risks such as vibration, noise or dust or keeping workers safe from proximity to dangerous equipment our expanding eco-system is there to give employers unprecedented insight to their workers risks.

And there has never been a better time to join the business. With a client base of over 1,400 including blue chip organisations such as Balfour Beatty, BAE, Network Rail and the NHS our progressive approach has moved beyond early adoption and is ready to grow rapidly as we continue to innovate and expand our offerings.

## Job Summary

Reporting to the Sales Director, the role of the Senior Business Development Manager (SBDM) will be responsible for new business development with identified target customers and maximising sales with allocated existing accounts, centered around the construction, rail and highways sectors.

Reactec's offering of leading occupational health sensors with advanced data analytics can be considered a discretionary spend. It is essential that a candidate has the capability to persuade a collection of multi-disciplinarian stake holders of the technologies value proposition; ultimately how Reactec technology can improve their risk management performance and operational efficiency.

This role is about growing revenues and procurement decisions are generally achieved at senior management and Director level. Gravitas and an ability to build effective relationships with senior stakeholders is essential.

The role will build long term strategic relationships creating touch points across the business in Health & Safety, Occupational Health Managers, Operations, Procurement and external influencers.

## The Role

As a Senior Business Development Manager, you will play a key role in developing our long term growth by ensuring Reactec are deployed in the target accounts and are mandated and form part of client bid and tender process. You will:

- Maintain and develop a wide network of contacts (decision makers) focussed on the construction, rail and highways sectors, where you will generate significant long-term opportunities for new business.
- Be pro-active in the development of the identified accounts and major projects and effectively manage the activity of colleagues to complement your activities.
- Be creative in ensuring the customer can see benefits from the breadth of Reactec's offerings in the context of their needs and challenges.
- Take ownership and responsibility for identified accounts to maximise the sales opportunity with each.
- Become the primary point of contact on the identified accounts.
- Actively contribute towards the successful delivery of the company growth plans.
- Present at board level as well as conducting trials and delivering toolbox talks at site level.
- Building and qualifying a sales pipeline accurately forecasting conversion.
- Work alongside leading UK channel partners
- Maintaining company CRM system.

## Competencies

- Proven experience in delivering growth from national/multi-national companies with fragmented procurement procedures which can be project driven.
- Outstanding communication skills able to influence at board level as well as being comfortable on the construction site.
- Used to negotiating and delivering complex value propositions to a sophisticated and diverse client base
- A relationship builder who can leverage high level contacts into longstanding advocates and committed customers.
- Have extensive experience in one or preferably more of the following industry sectors: construction, rail, utilities.

## Knowledge Skills & Experience

- Have a minimum of 5 years' experience in proposing a sophisticated health and safety offering.
- Technical competence to understand an electronic product with data services.
- Ability to understand the commercial and reputational drivers within industry sectors.
- Ability to build relationships with critical operations, health and safety and commercial decision makers in major organisations.
- Experience of managing a customer journey that includes product demonstrations and trials to validate the offering POV.
- Understanding of the UK construction market and key Tier 1 & 2 contractors

To apply for this role, send your C.V. and covering letter to: [careers@reactec.com](mailto:careers@reactec.com)