

# 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 900, 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 Business Development Director, the role of the Senior Business Development Manager (SBDM) will be responsible for new business development with identified Enterprise target customers across the UK. Target customers will be across sectors, but with an emphasis on manufacturing, construction, utilities, infrastructure, rail and civil engineering.

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 stakeholders of the technologies' value proposition; ultimately how Reactec technology can improve their risk management performance and operational efficiency.

This role is 100% new business and procurement decisions are generally achieved at senior management and Director level. It is essential therefore that you are seen as having gravitas and are familiar with targetting and building effective relationships with senior stakeholders.

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, are mandated, and form part of client bid and tender processes. You will:

- Maintain and develop a wide network of contacts (decision makers) within diverse industry sectors through which you will generate significant long-term opportunities for new business.

- Be pro-active in the development of the identified accounts 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 the identified accounts.
- 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 and accurately forecasting conversion.
- Maintaining the company's CRM system.

### Competencies

- Proven experience in delivering growth from national/multi-national companies with fragmented procurement procedures which can be project driven.
- Medium- and long-term strategic planning, tactical planning and ability to communicate those plans through the business to ensure engagement and completion.
- 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: manufacturing, facilities management, utilities, civil engineering.

### Knowledge Skills & Experience

- Technical competence to understand an electronic product with data services.
- Ability to understand the commercial and reputational drivers within industry sectors deploying high vibratory power tools.
- Ability to build relationships with critical operations, health and safety and commercial decision makers in major organisations.
- Ability to clearly communicate and influence, verbally and written.
- Comfortable in managing non-direct reports.
- Have a minimum of five years' experience in a BDM role
- Have gravitas where potential clients will recognise your authority and grasp of the issues important to them.

To apply for this role, please send a copy of your CV and details to [careers@reactec.com](mailto:careers@reactec.com)