

Expertise

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Business Development Manager

Looking for viable career opportunity? BESCO is seeking an experienced business development manager to join our team.

The business development manager will be responsible for the representation of all products and services that BESCO provides to the Bermuda marketplace. You will act primarily as an account manager however, you will be expected to identify and establish business relationships with new BESCO accounts.

Key Responsibilities:

- Develop and execute a business plan and attack strategy for expanding BESCO' presence in the Bermuda markets
- Consistently achieve contributed margin targets using defined cost models.
- Develop and maintain strong business relationships with local client base as assigned and increase BESCO' market share
- Have a thorough working understanding of all BESCO offerings in order to properly discuss detailed solutions with technically educated clients
- Work with BESCO technical staff and suppliers to produce accurate cost estimates and project scope
- Present BESCO technology and professional services solutions to clients in a formal environment, as well as provide professional written proposals to clients
- Develop and document forecasts of sales opportunities for management review
- Obtain and maintain sales certifications in the key technologies that BESCO sells and supports (i.e. Honeywell, APC, Generac etc.).

Minimum Qualifications, Skills & Experience:

- University degree or equivalent work experience
- Minimum of 8 years of outside sales experience with at least 5 years of these in the building services field
- Sales experience in the key technologies BESCO sells and supports including Honeywell, APC, Generac, Johnson Controls, Cummins and Perkins
- Solid experience working in a client relationships management role with key accounts
- Demonstrated understanding of the marketplace and the ability to identify a variety of advanced projects and opportunities including construction, service and engineering
- Proven ability to prepare job estimations, write business proposals, and build complete project budgets inclusive of profit and loss analysis
- Attention to detail, a focus on quality, and the ability to respond to changing customer requirements
- Proven communication and presentation skills

Interested? Please email recruit@expertise.bm.

All enquires will be dealt with in strict confidence.

Closing date: October 4, 2013

BESCO