



Job Description Business Development Manager

About us.....

Connect Modular

Our purpose is creating better, faster ways to build sustainable communities.

Our modular construction methods mean we can build better, greener homes that can be occupied faster to help the Scottish social housing sector meet it's target of 110,000 new affordable homes by 2032.

Company Values

Think Different

Make no bones about it, we're here to transform an industry. We don't accept "but this is how it has always been done". Instead, ask yourself- "Is there a better way?". We will support innovation.

Customer First

Always consider how your actions will impact the customer or the end user. We exist to solve their problems and deliver the highest quality. Ask yourself- "Will my contribution to this project make the customer want to buy from us again in the future?"

Championship Team

We set goals that will stretch us and force us to develop as a team and as individuals. We champion drive, grit and determination and will invest in you along the way. Connect Modular want to earn employee commitment and, in turn, we expect employees to earn their place on the team.

Positive Impact

We believe that you can make money and do good. Each project we deliver should achieve one or more of the following through its design, manufacture, and construction:

- Reduce carbon in the built environment
- Increase social equality
- Help regenerate communities

Constructive Relationships

We value learning over being right. Let's be open and honest and fix it together. Seek out constructive feedback to help your development. If you're a "glass half full" kind of person, you'll fit right in with the team.

General Information

Job Title: Business Development Manager

Term: Full time. Permanent.

Location: Cumnock, Ayrshire. Occasional travel to sites across the UK

Salary: DOE

Job Purpose:

To co-create the company's business development strategy and implement this by building the 5-year pipeline of work in line with targets.

The Business Development Manager will require the following:

- Experience in negotiating contracts over £10m
- Min. 5 years' experience in land buying
- Strong industry knowledge in development of social housing and the planning system.
- Ability and experience to work closely with the appointed legal team to negotiate design and build contracts that fit with company strategy.
- Strong leadership and management skills
- Excellent verbal and written communication skills, positive attitude, and good nature.
- Excellent negotiation skills
- A full UK driver's license and own transport

Reporting to the CEO, the role will involve:

Sales

- Engaging with potential customers and other stakeholders to promote the company and build partnerships/relationships, including hosting factory and site visits.
- Cultivating strong relationships with existing customers and encouraging repeat business
- Representing and promoting the company externally including presenting and taking part in panels at housing industry events
- Developing a customer-focussed culture within your team

Strategy

- Co-creating the company's business development strategy ensuring a strong fit with overall organisation objectives.
- Monitoring and reporting on business development related KPIs
- Conveying information clearly to other team members and maintaining good relationships

Pre-construction Project Management

- Managing the land acquisition process for new development sites
- Qualifying customers and working closely with the operations team to assess the development potential of pipeline sites
- Negotiating design and build contracts
- Coordinating framework and individual tender bids
- Keeping clients informed and up to date on progress, including leading monthly progress meetings

Construction and Post-Completion Phase

- Managing the customer relationship and encouraging recommendations
- Facilitating post-completion review meetings and gathering customer testimonials



Communications and Working Relationships:

- Establish excellent working relationship and partnerships based on an open two-way communication style with:
- **Internal:** business development team, project operations, purchasing, finance.
- **External:** clients, clerk of works, employer's agents, industry stakeholders, bid writers