

Job Vacancy: Business Development Manager (with Top-Level Account Mgmt.)

Breathing life into homes: HRV are your trusted partner in residential ventilation and indoor air quality excellence. As we spend up to 90% of our time indoors, the quality of the air we breathe and the way we feel is important to our health and well-being.

HRV are specialists in the design, installation and maintenance of ventilation systems that ensure a fresh and comfortable indoor environment is delivered and maintained all year round.

We install in new homes and buildings as well as servicing and maintaining existing systems with a wide range of customers from developers, landlords, property management companies, and homeowners.

The Role

We are seeking a highly skilled Business Development Manager to join our Residential Servicing Division to grow B2B and BTR Sales. This role is ideal for someone with a commitment to excellence and a passion for driving growth who will be responsible for developing and implementing strategic business plans to achieve existing account growth and new revenue targets.

What are the key responsibilities of the role?

- Identify and explore new business opportunities and partnerships to expand the company's market presence in the B2B and BTR market sectors for large scale, long term servicing and maintenance contract projects
- Pitch the brand and product offer to target customers and negotiate contracts and agreements with clients to ensure mutually beneficial commercial partnerships
- Respond to incoming enquiries
- Develop and execute sales strategies to maximize revenue from existing key accounts
- Cultivate and maintain strong relationships with all key clients and stakeholders
- Act as the primary point of contact for product, pricing, and commercial discussions for all clients, ensuring their needs are met and exceeded.
- Collaborate with cross-functional teams to maintain customer satisfaction in the delivery of planned and reactive works e.g. planning, resident appointment invitations, new work processes
- Ensure all customer onboarding processes are followed before commencement of work
- Work closely with the sales and marketing teams to align strategies and ensure consistent messaging

What personal qualities are needed to succeed in this role?

Confident Communicator - Strong verbal and written communication skills will be crucial for effectively conveying ideas, negotiating deals, and building relationships with clients and internal teams.

Strategic Thinker – Make long term commercial decisions to maximize business profitability

Adaptability - The ability to adapt to changing market conditions and client needs

Result-Oriented - focused on achieving and exceeding revenue targets and evaluating performance against key performance indicators.

Relationship Builder - strong interpersonal skills and the ability to collaborate effectively across various departments.

Strong Organisation – Manage multiple clients and needs throughout the year

Qualifications

Minimum A level's

Degree desirable

Remuneration:

- Up to 32k base salary with OTE opportunity to 50K
- Hybrid working office based in Richmond
- 20 days Holiday plus bank holidays
- Long service benefit - 1 additional day's holiday is accrued for every year served over 5 years (max 5 extra)
- Excellent training provided.
- Career Progression - This is a role that will develop as the company continues to grow.
- Working hours are 9:00am – 5.30pm, Monday to Friday with occasional flexibility required during peak periods.