

Acorn Maintenance Engineering provides maintenance services to commercial office property building services (i.e. mechanical and electrical systems) in the South East. We work with a wide variety of clients which include facilities management companies, surveyors, developers and M&E consultants.

We are looking for a Business Development Manager to help achieve our ambitious growth objectives through substantial proactive field based customer facing activity.

Business Development Manager

OTE £65k South East

Reporting to the Sales & Marketing Director you will be tasked with increasing and maximising the value of the relationships Acorn has with its customers, customer agents and other key influencers.

The role

- Be responsible for securing business from existing and new customers across the network of FM companies, surveyors, developers, consultants and M&E contractors
- Lead technical solution sales opportunities from initiation through to closing the deal
- Work autonomously from your home base to build and deliver clear and detailed contact plans for the Central London and SE regions
- Work with the internal team (including Estimating Manager) to ensure detailed technical proposals are built for the clients

Your skills and experience

- Built a pipeline of long term opportunities and have a track record of selling products and serviceable solutions or complex products to the building services or related sectors,
- Ideally have managed a client network that covers the building services sector, FM companies, surveyors, developers and M&E contractors
- Worked with a technical team to build complex proposals for the client
- The ability to present solutions effectively and develop existing and new relationships at senior levels

Acorn Maintenance Engineering is part of the £20m t/o Acorn Engineering Group which has great ambitions to leverage their excellent reputation for quality in the sector. If you would be interested in joining us please send your details to recruitment@wisemantalent.com.