

Polypipe Civils & Green Urbanisation

Business Development Manager, Field Based, **Covering the East Anglia Region**

We are looking to appoint an enthusiastic Business Development Manager to focus on the sewer product range covering the above region. Reporting to the Business Development Director, this position forms part of a dedicated focussed team for “*Off Plot*” drainage solutions.

The primary aim of the role is to assist the company to further capitalise the many opportunities to solution sell into the Residential Market. Responsible for achieving specification and sales within the market, whilst supporting the wider Residential Systems and Green Urbanisation business strategy and product portfolio. Key responsibilities include: -

- Delivering specification for, and sales of, Sewer products using robust account management & project mapping processes.
- Broking commercial agreements to push nomination and technical specifications, (leading with sewer) directly with nominated developers & their associated design consultants and sub-contractors.
- In collaboration with the Civils Technical Sales Managers, utilise these agreements to influence with the developer’s sub-contractors to adhere to specification and use the Polypipe portfolio. Where we are not brand nominated, aim market share through project management and specification breaking.
- Owning the approval process for Polypipe’s range of products with Water Authorities & Councils where appropriate.
- Work with the existing PPBP BDM team and the Civils & Landscape specification teams on development with other more regional developers, utilising this resource to capture more of the market opportunity.



We are seeking to attract applications from candidates whom possess in-depth knowledge and understanding of our product portfolio specification and route to market. Ideally you will have a firm understanding of building regulations and sustainable issues/ solutions linked to water management, sewers & drainage.

If you have previous field sales experience, are self-motivated and proficient in Microsoft Office (Excel, Word, Outlook & PowerPoint) and CRM databases with first-class communication skills we would be keen to hear from you.

People are at the forefront of everything we do, we have a unique culture where you can be yourself, contribute your ideas to make continuous improvements and take pride in achieving results to support the overall success of our growing business. We recognise the value of investing in our people through comprehensive training and personal development courses. Along with a competitive rate of pay, a variety of shift options to support a healthy work-life balance our comprehensive benefits package which includes: -

- Save as you earn Sharesave Scheme
- Monthly attendance bonus for hourly paid employees
- Bonus schemes (role dependant)
- Contributory pension scheme
- Life assurance (linked to pension scheme membership)
- Access to a variety of high street discounts via our Network Benefits employee benefit
- Cycle to work scheme
- Free flu vouchers
- Various health & wellbeing initiatives including complimentary occupational health on-site physiotherapy and counselling services
- Employee Assistance Programme with 24/7 confidential telephone helpline support
- Staff discount on all Genuit Group products
- Free on-site parking

Should you wish to apply for this position please send your CV and covering letter to civils.careers@polypipe.com

