

POWRMATIC

Job Profile Business Development Manager

Reports to: Powrmatic Sales Director

Version: 070825

Role core purpose: Developing strategy and driving sales by combining technical expertise with effective relationship management and commercial skills. You will be responsible for understanding client needs, presenting tailored HVAC solutions, and ensuring a seamless transition from sales to implementation. This role requires a deep understanding of HVAC systems, strong interpersonal skills, and the ability to collaborate with both technical and non-technical stakeholders at all levels of our client businesses.

Location of Role: Field Based

Key responsibilities and tasks

- **Relationship Management:**
- Be confident managing clients at all levels up to c-suite, developing account plans to maximise business potential and relationship strength.
- Build and nurture long-term relationships with clients, providing ongoing technical support and acting as a trusted advisor for their HVAC needs.
- Adapt sales techniques to engage with clients in face to face and remotely, utilizing digital tools and communication channels effectively.
- Focusing on winning specifications and influencing M&E consultants and building services consultants, ideally with established strong relationships from previous HVAC experience.
- Maintaining good customer relationships with effective communication, Regularly calling and visiting them for updates on the opportunities quoted.
- You will be responsible for business development of your territory, cultivating new and existing Powrmatic customers
- Manage relationships with MEP contractors, M&E contractors working on D&B.
- Undertake weekly meaningful appointments visiting customers.

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- **Technical Expertise:**
- Have a strong understanding of HVAC products and associated systems.
- Maintain an in-depth knowledge of Powrmatic's complete product portfolio and stay updated on industry trends and technologies.
- Be able to develop solutions based on client needs for turnkey solutions, working with our engineering and applications teams to realise offers.
- **Client Requirements:**
- Conduct thorough assessments of client requirements, understanding technical specifications and translating them into viable solutions.
- Assess client business needs overall and work with internal and external stakeholders to develop relationship and opportunity.
- **Sales Presentations and Demonstrations:**
- Tailor and deliver compelling sales, CPD presentations and demonstrations, highlighting the technical features and benefits of Powrmatic's solutions.
- **Proposals:**
- Collaborate with clients to customise HVAC solutions to meet their specific needs, incorporating technical details into tailored proposals.
- **Communication Skills:**
- Be an extremely strong communicator, able to manage complex negotiations and solve challenging technical problems using a considered and methodical approach.
- **Technical discussions:**
- Communicate complex technical concepts effectively to clients with varying levels of technical understanding, ensuring clarity and building confidence in Powrmatic's solutions.
- **Internal relationships:**
- Work closely with the engineering and application teams to align technical solutions with client expectations, contributing to a cohesive and successful sales strategy.
- Make the business work for our customers by influencing internal stakeholders and aligning our value streams where possible.
- **Project Transition:**
- Monitor transition from the sales phase to project implementation, collaborating with project installer and providing necessary technical insights and information to enable a successful completion.
- **Competitor Analysis:**
- Stay informed about competitors' products and technologies, leveraging this knowledge to position Powrmatic's solutions as superior in the market
- **Forecasting/Sales Reporting:**
- Provide accurate forecasting of new and future business. Use CRM any other internal systems to provide accurate to enable the business to track customer and sales activity

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- Technical support of internal and external stakeholders throughout the project lifecycle
- Working relations and Links to external sales team, project managers, contracts engineer, applications engineer, suppliers and customers
- Achieve the sales targets and margins as agreed.
- All other duties within the job holders capability

Employee Specification & Key Requirements

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| Skills and experience | <ul style="list-style-type: none">• Background in engineering with relevant experience in Warm Air, Radiant, Heat Pump, ventilation and/ or Chiller applications, plus other HVAC applications are a consideration• Relevant practical technical engineer or applied HVAC experience• Comfortable understanding client specifications or assessing existing client systems• Proposing solutions and completing selections/ quotations based on those systems• Speaking directly with clients, leading commercial discussions• Managing all aspects of large and key accounts |
| Carver Competencies | <ul style="list-style-type: none">• Deliver results -strives to successfully achieve goals• Team working - Finds out what information others need, proactively shares own knowledge, and asks the right people for information relevant to own role• Customer focus - Asks questions, listens, probes, and summarises to gain in-depth understanding of customers' goals and perspectives• Employee engagement and people management skills• Self-starter who is inspired to perform without outside help• Professionalism, enthusiasm and interest in the Carver Group• Highly self-motivated, driven to achieve targets and complete tasks• Highly effective questioning and listening skills to understand employee's needs |

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| | <ul style="list-style-type: none">• Strong problem solving skills• Strong time management skills with the ability to plan, prioritise and organise a high workload• Ability to be flexible and adaptable to change |
| Languages | <ul style="list-style-type: none">• English and local regional languages as required |
| Other requirements | <ul style="list-style-type: none">• Ability and willingness to travel |