

Business Development Manager

Salary – £ Negotiable

Term – The role is a permanent full-time position.

Location – Working from home, with regional office desks available.

Japanese Knotweed Ltd specialise in the control and eradication of Japanese knotweed and other invasive weeds, throughout the UK. We mitigate and solve the problems invasive weeds cause for property developers, construction companies, corporate clients, local authorities, housing associations and private homeowners. We pride ourselves on offering the best service in the industry.

Our people are brilliant – they are self-motivated and dedicated. They are reliable and conscientious, and all share the same vision. They are energized by delivering an outstanding service to our customers with transparency and accountability, and this is what makes us a market leader.

We aspire to employ the best people to work for us, people who can take ownership of their roles and who enjoy doing what they do best, for a friendly and caring company. You will be a well organised and problem-solving person who is motivated by delivering high standards and who takes pride in a job well done

If you have the required qualities and qualifications, please apply and we will send you our application form and the full job description.

Role summary:

The Business Development Manager is a new role for a person experienced within the invasive/amenity weed control or groundwork/remediation industries. You will play a strategic key role in the growth and expansion of Japanese Knotweed Ltd reporting directly to the Sales & Marketing Director.

You will attain and use industry and market knowledge to establish and deliver business development aims and objectives. Develop our business services, create and build customer and partner relationships, and generate leads.

The right person will think strategically in identifying new markets and growth areas, and help the company deliver on business growth and diversification opportunities.

Skills and Experience:

- Knowledge and experience in either weed control, remediation, groundwork, or construction related industries.
- Market research and business trends analysis skills for developing business growth aims and objectives.
- Sales experience in understanding customers, generating leads, negotiating sales, and integrating contract requirements with business services and operations.
- Highly motivated in meeting customers, presenting our business, and securing opportunities and wins.
- Dedicated to providing excellent customer service, ensuring a high level of accuracy/standards, professional, reliable, and willing to go that extra mile.

Responsibilities:

The responsibilities of the role are detailed in the job description, which will accompany the application form.

Benefits

Competitive Salary and an attractive Pension Scheme.

25 Days holiday plus bank holidays.

Additional holiday and award for recognition of long service recognition.

Birthday, Christmas, and special occasion gifts.

Company events, team breakfasts.

A generous holiday purchase scheme.

If you are interested in knowing about this job and would like to apply for the role, please [get in touch](#).