

## **Business Development Manager**

We are looking for a proactive and relationship-driven Business Development Manager, who through strategic client interaction and attendance at appropriate industry events, will successfully develop and enhance the NIS Business Winning function.

Working nationwide, the focus will be on strengthening and growing existing relationships whilst networking to establish new connections to support and meet all targets defined within the NIS Business Plan.

### **Specific Areas of Responsibility**

- Support the development of and enact the business development strategy in line with the strategic direction objectives embedded within the company Business Plan.
- Promote NIS image of professionalism, quality, core values, and raise awareness of technical capabilities and capacity across target sectors.
- Maintain systems for the monitoring and reporting of all business development activities using targets and metrics to measure performance and produce accurate sales forecasts.
- Ensure effective capture planning is developed with all stakeholders inputting effectively.
- Implement effective horizon scanning strategies within our current, next and aspirational markets.
- Develop and sustain appropriate client relationships to support delivery of the business plan.
- To attain and retain detailed industry specific knowledge to enable effective identification of applicable opportunities or threats.
- To represent NIS at appropriate industry Events, locally, nationally and internationally if required.
- Assist with the timely completion of EOIs, PQQs and Proposal documentation to the required company standard, and support commercial evaluations and negotiations.
- To produce and deliver engaging presentations that adequately reflects the full range of NIS capabilities.
- Support NIS marketing activities through involvement and provision of material for brochures, website, social media and other e platforms.
- Support the Social Impact Strategy and proactively engage with our community, client and environmental needs.