

Join our team

Job title

Business Development Manager / Key Account Manager

Function

Business Development

Location

Home / flexible locations / hybrid working (it's your choice)

Department

Business Development

Reportable to

Business Development and Strategy Lead

Job purpose

At mua Group, we're both an independent distribution network operator (IDNO) for electricity and an independent gas transporter (IGT) for gas. As an IGT and IDNO, we don't own the gas or electricity, but we collect a fee from the energy supplier for safely and reliably delivering their gas and electricity through our pipes and cables to the end user.

We're looking for a Business Development/Key Account Manager to help lead our efforts to establish and retain business growth opportunities.

We're searching for a talented professional with proven experience of winning contracts and developing existing client relationships in the multi-utilities sector. You'll develop and grow our business by attracting new customers and promoting our services, using your sales and communication skills, coupled with good interpersonal skills.

When you join our team, you will have the opportunity to contribute and make an impact to our company and clients every single day.

About mua

mua Group is a joint venture between the one of the largest gas distribution companies in the UK, SGN, and leading global infrastructure and construction group, J. Murphy & Sons. We invest in long-life utility assets to connect homes and businesses to essential utility infrastructure and deliver energy and multi-utility services through our networks in the simplest, smartest and greenest way possible.

Our vision is to be the first-choice, multi-utility network operator. We'll achieve this by delivering outstanding value and service to our customers. We're committed to fostering an engaging and collaborative work environment in which each person's career is nurtured and developed. We focus on employee development, providing a culture of innovation and positive work-life balance.

Role responsibilities

In this role, your responsibilities will span new business development and existing client account management, as well as management and research.

New business development

- Develop strategic approaches
- Prospect for potential new clients and turn this into increased business
- Meet potential clients by growing, maintaining, and leveraging your network
- Identify potential clients, and the decision makers within the client organisation
- Research and build relationships with new clients
- Set up meetings between client decision makers and company's practice leaders/principals
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives

Existing client account management

- Enhance existing relationships
- Work with technical staff and other internal colleagues to meet customer needs
- Arrange and participate in internal and external client debriefs

Management and research

- Submit regular progress reports and ensure data is accurate
- Ensure that data is accurately entered and managed within the company's CRM or other sales management system
- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets
- Attend and represent the company at networking events and meetings
- Research and develop a thorough understanding of the company's people and capabilities
- Understand the company's goals and purpose to enhance and ensure continuous performance improvements

Knowledge, skills & experience

Essential

- Excellent interpersonal skills, both verbal and written
- Excellent influencing, persuasion, and negotiation skills
- Experience of compiling and presenting company information to new and existing clients
- Experience of bid-writing/tendering
- Excellent IT skills including MS Office
- Full valid UK driving licence

Preferred

- Experience in telecommunications market sector
- Experience in the IDNO/IGT sector

Benefits

- Competitive salary package
- Home/flexible/hybrid working (it's your choice)
- Flexible home/work balance
- Development opportunities
- Training and coaching
- 25 days holiday plus bank holidays