

## Asset International Structures (A Division of Hill & Smith Ltd)

### Business Development Manager

Asset International Structures (a division of Hill & Smith Ltd) is looking to increase its successful sales team by recruiting an experienced Business Development Manager to work across its suite of products. Due to Asset Structures growth in the market and new additions to its evolving portfolio, now is an exciting time to join one of the many growing companies within the Hill & Smith PLC Group. The Business Development Manager will play a critical part in driving sales and increasing market awareness across a range of sectors.

The role requires a proactive approach in identifying and building new business opportunities within the road, rail and marine and coastal sectors. Active selling of the company's product range, directing the sales team in order to increase sales and establishing new market positioning is paramount to the role. A strong commercial awareness within the highways, rail and coastal sectors would be advantageous. Asset Structures clients broadly range from a technical background including consulting engineers, local authorities, civil engineering estimators and buyers from the contracting industry.

**Candidate specification:** Due to the nature of the role you will need to have 4+ years' experience in business management and strategy development within a sales environment. You should be able to demonstrate a strong commercial awareness and have experience of contract and sales negotiations. A proven track record in motivating sales teams, together with a proactive approach to sales management and the desire to achieve business success is key to your career progression within Asset International Structures.

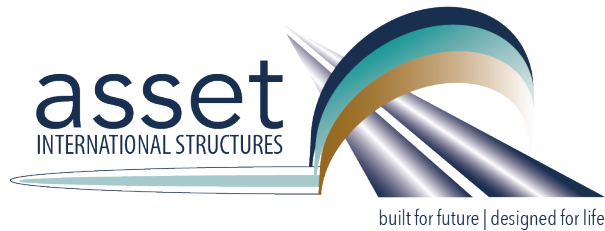
### Responsibilities and duties

**Key responsibilities and duties are listed, but not limited to, the below:**

- Identify and seek new business opportunities
- Generate sales set against budgeted targets
- Manage and drive the sales team to achieve their targets
- Generate leads and liaise with prospective clients
- Attend client meetings and construction sites if necessary
- Manage contract negotiations with clients and interested parties
- Seek ways to improve sales operations, through developing sales pipelines
- Plan and support sales campaigns working alongside marketing and design
- Respond effectively by devising strategies of how to meet client expectations
- Strategic planning in order to set aims and objectives improve business sales
- Report writing and delivering presentations to clients and senior management
- Have an excellent understanding of the company's product portfolio and services
- Attend, exhibitions, seminars and conferences
- Keep abreast of changes and trends within the industry
- Conduct employee appraisals and performance reviews
- Train new members of the sales team

### Qualifications and Skills

- A degree in Business Management or a minimum 5 years business development experience in engineering sales or business management
- Member of ISM (Institute of Sales Management) or CIM (The Chartered Institute of Marketing)
- Minimum of 4-5 years working in a sales and business development role at a senior level
- Excellent presentation and communication skills, both verbal and written
- Strong organisational skills
- Excellent IT skills, including Microsoft Word, PowerPoint, and Excel
- Possess the ability to drive sales and seek new business opportunities
- Familiar with CRM systems
- Ability to prioritise, work under pressure and to meet strict deadlines
- Excellent numeracy skills



Asset International Structures  
Business Development Manager - JD06  
ISSUE A/2019

## **Asset International Structures** (A Division of Hill & Smith Ltd)

### **The Company**

#### **Heritage, growth and evolution**

In 1954, ARMCO established its manufacturing plant in South Wales. With many years of trading success ARMCO's UK arm was sold and purchased by Hill & Smith Holdings PLC in 1986 and began trading under the name of Asset International Structures, (a division of Hill & Smith Ltd).

Since 1986 Asset International Structures has firmly positioned itself as a market leader in the corrugated steel pipe market with its leading brand name of 'MultiPlate'. 'MultiPlate' in its various formats, has been produced for supply into the road construction industry for over 100 years.

Over the years Asset International Structures has fully embraced the necessity to provide value engineering solutions. Each project undertaken, considers improving functionality, enhancing life span and assists in reducing costs.

In order to increase the span range, Asset 'StrenCor' was added to the product suite back in 2000. Asset 'StrenCor' was the first large scale corrugated arch structure installed over a live railway within the UK and was also the widest corrugated steel arch designed and constructed within the UK in recent years.

Over the past ten years additional product lines have been added to the portfolio to include BEBO precast arch and VSoL retained earth structures for both the highway and rail infrastructure markets within the UK.

With a clear focus on future growth and strategic planning in addressing emerging markets worldwide, Asset International Structure continues to add to its product portfolio.

#### **Working environment**

Asset International Structures offers a friendly and supportive working environment, where employees are self-motivated, team players and committed to their work. In return the company offers a range of benefits.

We are an equal opportunities employer and we strive to create a diverse and positive working culture.

#### **Position Location**

Newport, South Wales, UK. Travelling will be necessary within this position.

#### **Contract Type**

Permanent

#### **Salary**

Full time - between £45,000 - £50,000 a year depending on skills and experience.

#### **Benefits**

Holidays: 25 company days plus UK public holidays.

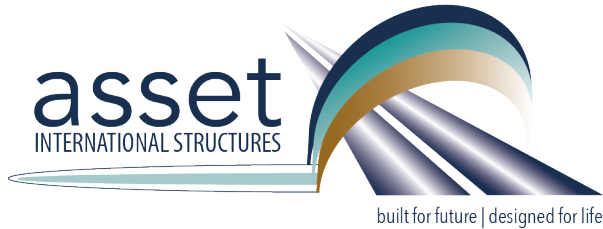
Private pension provision, with maximised employer's contributions.

Private healthcare cover

Performance Bonus.

#### **Recruitment contact:** Job reference **JD06**.

If you would like to apply for this position, please send your CV together with the competency application form to [recruitment@assetint.co.uk](mailto:recruitment@assetint.co.uk). Alternatively, you can request a job competency form from [recruitment@assetint.co.uk](mailto:recruitment@assetint.co.uk).



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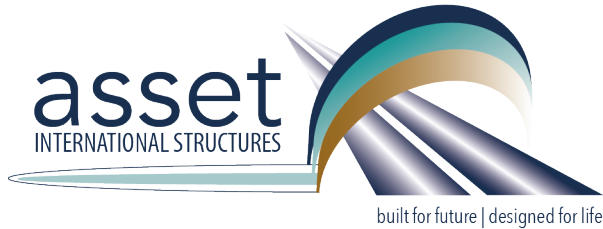
**Person Specification Form**

**Job Title: Business Development Manager**

**Department: Technical Sales** - Responsible for ensuring business development, penetrating new and existing markets in order to generate sales and drive sales success of the sales team.

FACTORS	ESSENTIAL	DESIRABLE
• Identify and seek new business opportunities	✓	
• Generate sales set against budgeted targets	✓	
• Manage and drive the sales team to achieve their targets	✓	
• Generate leads and liaise with prospective clients	✓	
• Attend client meetings and construction sites if necessary	✓	
• Manage contract negotiations with clients and interested parties	✓	
• Seek ways to improve sales operations, through developing a sales pipeline	✓	
• Plan and support sales campaigns working alongside marketing and design	✓	
• Respond effectively devising a strategy of how to meet client expectations	✓	
• Strategic planning in order to set aims and objectives to develop and improve the business sales	✓	
• Report writing and delivering presentations to clients and senior management	✓	
• Have an excellent understanding of the company's product portfolio and services		✓
• Attend, exhibitions, seminars and conferences where appropriate	✓	
• Keep abreast of changes and trends within the industry		✓
• Train new members of the sales team	✓	
• Conduct employee appraisals and performance reviews	✓	

Qualifications	ESSENTIAL	DESIRABLE
• A degree in Business Management or a minimum 5 years business development experience in engineering sales or business management	✓	
• Member of ISM (Institute of Sales Management) or CIM (The Chartered Institute of Marketing)		✓



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<b>Relevant experience</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
• Minimum of 4-5 years working in a sales and business development role at a senior level	✓	
• Working in an engineering sales environment		✓
• Assessing team performance	✓	
• Presenting information to teams and executive members	✓	
• Promoting a culture of sales growth	✓	
• Driving productivity and demonstrating results	✓	

<b>Aptitude, skills and abilities</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
• Excellent presentation and communication skills, both verbal and written	✓	
• Strong organisational skills	✓	
• Excellent IT skills, including Microsoft Word, PowerPoint, and Excel	✓	
• Drive and seek new business opportunities	✓	
• Familiar with CRM systems		✓
• Ability to prioritise, work under pressure and to meet strict deadlines	✓	
• Excellent numeracy skills	✓	

<b>Personal attributes and disposition</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
• Ability to work independently on own initiative	✓	
• Confident in attending meetings and undertaking presentations	✓	
• Able to motivate others in order to drive sales targets	✓	
• Represent the organisation at exhibitions	✓	
• Willingness to be flexible and take on additional duties when required in the interest of the organisation		✓
• Ability to get on well with a wide variety of people		✓
• Friendly, yet fair and firm		✓