
JOB CAPSULE

Job Title:	Business Development Manager
Reports To:	Operations Director
Job Type:	Permanent/Contract
Salary Package:	Negotiable, based on experience.

Purpose

1. To establish GPMC products and services primarily in the UK followed by EU market
2. Create Business development strategy and establish clear operational business model for UK
3. The target market is offshore oil and gas, offshore renewable and any other marine/offshore related engineering services, in the UK and in Europe
4. Generate new business and enable the business to have appropriate exposure to all relevant clients
5. To establish business intelligence and process to identify RFQ and project enquiry from clients
6. Part of the senior management team to drive the business forward

Principle duties and responsibilities

1. Establish relationship with clients and key network contacts and ensuring follow-up activities are maintained to build a sustainable business.
2. Generation of clear business development and marketing strategy based on GPMC core activities
3. Successful implementation of business development and marketing strategy
4. Conduct appropriate market research to ensure business model and business development strategy is in alignment with growth plan.
5. Conduct regular face to face meeting with clients and facilitate technical and commercial meetings
6. Coordinate technical, commercial and other administrative activities for UK/EU business development with other GPMC divisions.
7. Delivery of high quality project with sustainable revenue and profit.
8. Developing loyalty from existing customers, attracting new customers and building significant brand equity.
9. Ensure appropriate customer relationship management system in place to provide excellent customer service.
10. Identify appropriate partnership/synergy with other companies to optimise GPMC business development objectives.

11. Leadership in business communication and reporting both intra company and externally (weekly, monthly and quarterly reports and reviews)

Minimum Requirements:

1. Degree holder preferably in engineering/technical area or management/marketing
2. Experience and proven track record in technical/engineering business development in the offshore industry catering the Oil and Gas/ Renewables sector
3. Proven track record in networking and business development communication
4. Sound understanding of Marine, Oil and offshore industry
5. Capability to understand technical aspects of business
6. Good communication skills to ensure information is taken, used and passed at all levels for maximum benefit to the business
7. Completer and finisher
8. Leadership & drive
9. Willing to travel to meet clients
10. Excellent interpersonal skills

GPMC : Green Palm Marine Consultancy

GPMC provides the major operators in oil, gas and renewable energy sectors with specifically engineered solutions, support and project management. The use of highly specialized software and strategic partnerships with renowned companies in these fields has made GPMC one of the most competent engineering solution providers in the energy industry. GPMC is headquartered in Dubai with offices based in Malaysia, India, United States and United Kingdom