



Columbia Mills,  
14/15 Sir John Rogerson's Quay,  
Dublin 2,  
D02 E409  
(01) 4633900  
info@moy.group  
https://moy.group

## Job Description

<b>Job Title:</b>	Business Development Manager – UK
<b>Company:</b>	Moy Materials Ltd.
<b>Reporting to:</b>	Head of Business Development
<b>Location:</b>	UK
<b>Created:</b>	6 <sup>th</sup> January 2025

### Role Purpose:

The UK Business Development Manager will play a pivotal role in driving business growth within the Critical Infrastructure sector. This role involves developing and executing strategies to identify and capture new business opportunities, build strong relationships, and contribute to revenue expansion in the UK region.

Working closely in conjunction with the Head of Business Development you will take responsibility for clients, specifiers and key General Contractors and the growth of Moy in terms of specification lead work. The key focus is to work with construction management teams and Moy team pre-construction to ensure Moy gain ample specifications and relationship opportunities maximising controlled growth and ensuring Moy service is delivered in full.

The Business Development Manager is expected to contribute information to aid growth of UK revenue and market share while improving the win ratio of specifications. They are expected to maintain a high standard of technical performance and feedback for product development.

### Key Duties & Responsibilities:

- Develop and implement a comprehensive business development strategy for the assigned region, aligned with overall company goals.
- Identify potential growth areas, market segments, and target clients within the region.
- Conduct thorough market research to understand local market trends, customer needs, and competitive landscape.
- Identify emerging opportunities and market gaps to drive revenue growth.
- Identify and prospect potential clients through various channels, including cold calling, networking, referrals, and industry events.
- Build a robust pipeline of qualified leads for potential business opportunities on the CRM
- Establish and nurture strong relationships with key stakeholders, decision-makers, and influencers within the region.
- Serve as the primary point of contact for client enquiries, concerns, and relationship management.
- Create sales presentations and proposals that highlight the value proposition and solutions to address client needs.
- Lead negotiation processes to secure new business deals and partnerships.



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- Collaborate with internal teams, including Marketing, Sales, and Product Development, to align business development efforts with company objectives.
- Coordinate with other regions and teams to share best practice and insights.
- Engage with existing clients to understand their evolving needs, identify upsell opportunities, and ensure high levels of client satisfaction.
- Develop strategies to enhance client retention and loyalty.
- Key performance indicators (KPIs) will be set related to business development activities.
- Prepare regular reports detailing progress, opportunities, challenges, and recommendations for improvement.

**How to Apply:**

Interested candidates should submit their CV, cover letter, and references to [Andrew.fitzgerald@moymaterials.com](mailto:Andrew.fitzgerald@moymaterials.com).

Please include "BDM UK Role - [Your Name]" in the subject line.