



Job Description

Position: Advanced Manufacturing Business Development Manager

Location: EMEA – Remote/Field Based

Department: Business Development

Reports to: Group Head of Client Solutions

Employment Type: Full-Time

Company Overview:

Moy is a global leader in the supply of high-performance rooftop waterproofing systems, with headquarters in the UK and Ireland. Our reputation is built on the delivery of innovative and long-lasting waterproofing solutions, combined with exceptional technical support. We serve a diverse portfolio of high-profile clients across the globe and are committed to maintaining our position at the forefront of this competitive industry.

Job Summary:

The Advanced Manufacturing Business Development Manager will play a pivotal role in driving business growth within the Advanced Manufacturing 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 EMEA region.

Working closely in conjunction with the Group Head of Client Solutions 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 EMEA 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 Responsibilities:

- Develop and implement a comprehensive business development strategy across EMEA, aligned with overall company growth goals.



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- Identify key growth markets, emerging project opportunities, and Advanced Manufacturing-specific client segments.
- Conduct thorough market research to understand EMEA 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 EMEA 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.
- Collaborate with internal teams, including Marketing, Sales, Operations and Technical, to align business development efforts with company objectives.
- Coordinate with other Business Development Managers 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.

Experience

- 3+ years in business development, account management, or solution selling, ideally within the pharmaceutical sector.
- Strong commercial and strategic acumen, including experience in market research, lead generation, pipeline management, and closing high-value deals.
- Excellent relationship-building skills, with the ability to engage senior stakeholders, manage long sales cycles, and drive client satisfaction and retention.
- Cross-functional collaboration experience, working with Marketing, Technical, Operations and Sales teams, supported by proficiency in CRM systems and data-driven reporting.





Qualifications

- Bachelor's degree in Business, Construction Management, Architecture, Engineering, or related discipline (preferred).
- Professional training or accreditation in account management, customer experience, or project delivery methodologies is a plus.
- Full UK/Irish driving licence and valid passport for travel.



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