

Are you a confident and experienced salesperson within the landscape or construction industry?

ABOUT MCM-SE

MCM-SE is a trusted supplier of high-performance soils, aggregates, and specialist waste management services and testing services. With a reputation built on technical excellence, sustainability, and innovation, we support architects, landscape designers, engineers, and contractors in construction, infrastructure and civil engineering.

THE ROLE

We're looking for a dynamic BUSINESS DEVELOPMENT MANAGER (BDM) to join our senior leadership team, helping grow our influence across the UK by nurturing deep relationships with key stakeholders in the built environment sector.

You will be responsible for developing and supporting the company's network of landscape, civil and construction clients in the supply of soils, aggregates, and waste management services across the UK. The BDM will also look to support management in the research and proposal of new market, new product and new business opportunities.

BE A PART OF OUR MCM TEAM

Due to continued company growth and an ambition to establish a broader customer base across existing and emerging markets, the BDM's role will be an integral part of the future success at MCM. In our strong and dynamic team, you will be working in a supportive and thriving environment, with a healthy company culture and great opportunities for personal growth.

Responsibilities

- Research, source and follow-up prospects looking to source soils, aggregates and waste management services within the landscape construction and civil engineering industries, initially across the South East region.
- Establish and nurture new customer relationships, managing their first enquiries, pricing and orders from initial enquiry to delivery by phone, email and during site and face-to-face meetings.
- Provide ongoing quotations and delivery options based on customer-provided specifications and requirements.
- Advise new customers on suitable products, availability and options.
- Develop strong bonds with architects, specifiers and landscape architects at the early stages of project development; track and follow-up project leads.
- Liaising with Sales and Accounts colleagues, customers, supply chain partners and associates on the phone, in person and by email.
- To attend trade, customer and technical events to develop new business prospects.

BUSINESS DEVELOPMENT MANAGER: CONSTRUCTION MATERIALS



- Reporting to Sales Director on all arising opportunities for new products, new business focus and developing marketplaces, and proposing and actioning new strategies to approach these effectively and profitably.

The Person

- Demonstrable sales experience (2-3 years) within the landscape or construction materials industry is preferable.
- Would suit a current sales administrator or executive looking to step up into business development in a newly established role at a strong reputable company with a loyal existing customer base and huge market potential.
- A natural confidence to comfortably talk, relate to and sell to operations managers, construction buyers, site managers, hauliers, specifiers and building professionals.
- GCSE of grade C or above for both Maths and English.
- Ability to work individually within Company guidelines as well as in a team.
- Be able to prioritise, plan and organise workloads whilst working in a busy environment.
- Good communication and interpersonal skills.
- Must have excellent decision-making skills and the ability to adapt to and deal with complex situations calmly and professionally.

The Benefits

- Permanent position. Core hours Monday- Friday, 8.30-17.00
- Allow flexibility for travel and site visits, seasonality and business needs; weekend working and some bank holidays on occasion
- Laptop and Mobile
- Annual leave is 28 days including Bank Holidays
- Competitive salary and bonus
- Company pension
- Supportive and positive working environment

Could this be your next role?

To apply, please send covering letter and include an up-to-date CV to Darrel Burgess, Sales Director, by email to darrel@mcm-se.com.