

Job Title	Business Development Manager
Business Unit	RHG
Department.	Sales
Location	London area with travel
Reports to (direct)	Business Development Director

MAIN PURPOSE OF JOB

To act as a senior hunter and relationship developer, driving Restore Harrow Green's new customer acquisition strategy. The BDM is a top-tier door opener, responsible for identifying, engaging, and converting new customers into long-term partners. This role demands exceptional relationship-building, commercial acumen, and the ability to transform strategic opportunities into measurable value, directly supporting RHG's £10m+ new business growth agenda.

KEY TASKS

New Business Acquisition

- Identify and secure new customer relationships in target markets, positioning RHG as the partner of choice.
- Deliver significant first-year spend wins, contributing directly to RHG's new business revenue targets.

Strategic Opportunity Development

- Act as a door opener with C-suite/board, procurement leaders and relevant decision makers.
- Spot and qualify opportunities for high-value one-off projects and multi-year partnerships.

Pipeline Management

- Build and manage a personal pipeline of qualified opportunities, ensuring accuracy in forecasting and reporting.
- Support the Head of BD in achieving team-level pipeline conversion goals.

Relationship Cultivation

- Develop senior-level networks across corporates, FM providers, universities, and strategic sectors.
- Represent RHG at networking events, forums, and procurement framework meetings.

Collaboration & Handover

- Work closely with the Head of Sales and technical sales colleagues to ensure seamless quotation and delivery of won business.
- Share market intelligence and insights with Account Directors and Life Sciences / Workspace leaders to maximise cross-selling.

Value Creation

- Drive increased values per quote by shaping customer propositions and demonstrating RHG's unique value.
- Position RHG's ESG and sustainability commitments as differentiators in business development.

SKILLS, KNOWLEDGE & EXPERIENCE REQUIRED

Essential

- Proven track record of senior-level business development in B2B markets.
- Exceptional relationship-building and influencing skills with procurement stakeholders.
- Demonstrated success in securing high-value new business and converting opportunities into revenue.
- Commercial acumen with ability to develop compelling, value-based propositions.
- Excellent presentation, negotiation, and networking skills.
- Strong pipeline management skills with experience in CRM and sales analytics tools.

Desirable

- Sector knowledge in relocation, facilities management, or workplace services.
- Familiarity with framework procurement processes.
- Understanding of ESG and social value as drivers in customer decision-making.

OTHER INFORMATION

- Regular UK travel required for customer engagement and networking.
- Flexibility required for networking and customer engagement outside normal working hours.

COMPLIANCE RESPONSIBILITIES

- Adhere to all Company Policies and Procedures contained in the Codes of Conduct, Information Security, Environmental, Health & Safety, and Quality Management Systems.
- Promote Restore Group's ESG agenda when engaging with potential customers.
- Report any compliance-related issues to the Business Development Director.

DECISION MAKING AUTHORITY AND CONTROL

- Authority to negotiate and approve new business opportunities within delegated thresholds.

APPROVALS:

Line Manager

Name:

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Signature:.....

Date:.....

Post Holder

Name:

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Signature:.....

Date:.....

The company reserve the right to amend or update this job description as the demands of the business develop. A copy of the signed job description should be returned to the People Services Team via the Helpdesk by raising a query using the following link <https://peopleservices.restoreplc.com/support/tickets/new> .