



JOB DESCRIPTION: SALES AND BUSINESS DEVELOPMENT LEAD

THE COMPANY

Empire Engineering provides specialist consulting engineering services to the renewable energy sector. Our headquarters are in Bristol UK and we have offices in England, Scotland, France, Holland and in China. We are actively working in the offshore wind industry and are presently looking to recruit a dedicated business development lead. We would like to both better serve our existing clients as well as develop new business.

As a company we aim to provide the very best technical expertise to our clients, and provide a stimulating and enjoyable working environment to our staff. We have established a company culture based on striving for technical excellence, providing exceptional customer service, and enjoying what we do along the way.

We are a small and growing company with a total of 18 permanent full time team members. We choose to work within renewable energy because of the technical challenges it presents to us as engineers, and the benefits it offers to humankind.

THE ROLE

This is a newly created role in the business and has arisen directly as a result of growth and client wins in recent months. Up until now, Business Development responsibilities have been spread across the team of Engineers. We recognise that in order to achieve the next phase of desired growth, a different approach is now required. The opportunity here is for this person to come in and define a new business development process, take on all existing new business leads and work closely with senior team members on growing key client accounts. The ideal person will be comfortable both having a significant say in the sales strategy for the short and medium term and also being the driving force behind executing on that strategy.

This person will be expected to work autonomously, with the support of both the management team and additional resource and support from Empire Engineering's marketing agency.

This person will be highly visible within Empire Engineering and will represent our brand in the market, taking part in Events, being on webinars, supporting content creation and getting involved with our industry. Some travelling for the position should be expected, primarily within Western Europe, to attend meetings, trade shows and site visits.

Part of the ambition is to develop and extend our services and we would expect the sales lead to be involved in new adjacent scoping target markets, developing messaging and making contact with potential new opportunities.

ABOUT YOU

We're looking for an experienced Sales & Business Development Lead to help us meet our ambitious commercial targets. The ideal candidate will be based in Europe, with a track record in engineering consultancy sales and or technical sales within renewable energy.

Our ideal person will be an outstanding communicator, and able to work independently to deliver results, as well as work with the Empire Engineering leadership team to help refine our offering for the renewable energy market.



- Location: Preferred one of our existing European office locations (Bristol, Edinburgh, London, Marseille, Nantes or Delft), remote working possible.
- Experience: 5+ years technical sales
- Start date: March 2024

We would expect this person to be familiar with B2B Business Development processes and technologies. Our existing mar-tech stack includes WordPress, HubSpot, Slack, Mailchimp and Teams. As a business we have invested in marketing for successive years and have the benefit of a large and well defined internally held dataset of the offshore market. We would expect this person not only to run their own BD task and pipeline management but also to work collaboratively with our marketing agency to devise and execute new ideas for Business Development campaigns.

WHAT WE OFFER

Flexibility, focus on work-life balance, interesting projects in a growing industry, and an opportunity to have a direct impact on renewable energy development globally.

WHAT YOU WON'T GET

Close management, rigid work procedures, fixed hours.

WHAT WE EXPECT IN RETURN

Responsibility, engagement, willingness to learn, knowledge sharing, positive attitude to your colleagues and customers, and that you share our values.