

## **Business Development Manager**

We're looking for a proven business developer to help us decarbonise shipping.

Someone who is well-networked in commercial shipping and the wider marine world. An evangelist for providing a sustainable future through clean technology, design and engineering. The mission is to find those facing sustainability challenges and connect them with the capabilities that will work.

Houlder already has an enviable record of successful advisory, design and engineering and clean tech implementation projects. But we're capable of much more and the right individual can catalyse years of growth.

### **Overview**

As a Business Development Manager at Houlder you will initiate all the interesting work that we do as the marine industry embraces the clean energy revolution. Together we'll inspire clients to choose us for the long term - their partners for a sustainable future.

Our style is understated, no hard sell, with an inquisitive and consultative approach. We build trust with clients who feel comfortable to air their challenges and build relationships into the future.

At Houlder we are deploying our capabilities into a wide client base as the marine industry undergoes incredible change over the next two decades. The production of renewable energy offshore and all that comes with the decarbonisation of shipping are the principal areas of growth for us.

We are seeking people that make things happen. They can find new projects relating to the effect environmental sustainability has on ship owners and port operators. The role goes beyond 'the sale' to staying involved while projects are successfully delivered and productive client relationships developed and nurtured.

Houlder has a flexible working model that serves our employees and clients in the best way and minimises our impact on the environment. We offer hybrid working – home working is the norm with travel to our offices and client sites as required.

### **What you will do**

- Develop senior level relationships with target clients positioning Houlder to serve them
- Engage with prospective clients to shape a variety of projects from consultancy work through to ship design activities and into the more 'meat and drink' design and engineering assignments
- Create and manage a pipeline of profitable and new business
- Work with our internal expertise to support you in meetings, presenting the company capabilities and preparing proposals
- Develop a network of partners and alliances in order to support Houlder's position in the market
- Raise personal and Houlder's profile in our selected markets through speaking, writing and social media working closely with Houlder's marketing agency
- Plan for, attend and take action from conferences, webinars and events

**What you bring**

- A principled, collaborative nature with a passion for a cleaner marine environment
- A track record in successfully identifying, developing and converting opportunities into profitable projects
- Sufficient technical knowledge and consulting background to be able to engage with clients and field enquiries
- The ability to assess a situation pragmatically, adapt to changing circumstances and think on your feet
- A natural networker with an established network of contacts in the marine industry with the ability to communicate at all levels within a client
- An ability to contribute to projects through your background knowledge including vessel capabilities, vessel selection, design reviews, brainstorming and general support

**What to send to us**

- An email expressing your interest in the position and a brief outline of your suitability for the role
- A detailed CV