

## Job Profile

<b>Job Title:</b>	<b>US Business Development Manager</b>
<b>Job Location:</b>	Brooklyn, NYC
<b>Company:</b>	Sunamp Projects, Inc
<b>Business region:</b>	North America primary USA with support to LATAM and Canada
<b>Reporting to:</b>	Initially Global Head of C&I going forward [Managing Director Sunamp Projects, Inc]
<b>Job Purpose:</b>	This role will oversee the conception, implementation, development and on-going management of Sunamp Projects, Inc business development and sales of its products within United States of America. In addition the role will support other activities in Canada and LATAM as appropriate. It is expected the role to lead with on time delivery, forming great partner relationships and presence within agreed identified markets.

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### Responsibilities

- Support the development and delivery of the business plan of Sunamp Projects, Inc in conjunction with colleagues across the Sunamp group.
- Build key relationships with businesses and organisations such as, HVAC engineering and specification consultancies, individual state regulation bodies, utilities, Developers, Energy Performance Contract deliverers, HVAC OEMs within the target market sectors.
- Develop the relationships to ensure that programs and projects are completed whilst also maintaining strong relationships with appropriate stakeholders.
- Inform and liaise with the project clients and their professionals, ensuring a full business and technical appreciation is brought to programs and projects of work.

#### Planning:

- In consultation colleagues develop and set performance targets for Sunamp Projects, Inc
- Using known and well tested business development model techniques identify and build campaigns to win new business opportunities.
- Maintain the company's forecasting and reporting documents

#### Execution:

- Proactively contact potential and current clients to build and maintain a strong pipeline of orders and sales
- Meet, network and communicate with all levels of decision maker who are responsible for specifying and developing products.
- Develop, manage and grow the sales of the Sunamp product range.
- Create & maintain relationships with customers using the most appropriate method of communication

- Reach or exceed quarterly sales targets
- Develop and maintain the revenue and gross profit of each account, ensuring they remain profitable in line with annual targets.

### **Reporting**

- Accurately maintain the company's reporting, customer, sales, and forecasting documents, processes and systems.

### **Performance expectations**

- Achieve significant commercial success in line with targets and key performance indicators
- Maintain a consistent high level of professional service delivery
- Meet with clients via the most appropriate method of communication to provide information, educate and promote the business.
- Combine business and industry acumen with influencing skills to promote alternative value offerings delivered by new and disruptive technologies.
- Continually defines ways to increase customer satisfaction and deepen client relationships.

### **Other**

- Carry out sales and technical training using both in house and external venues
- Attend trade exhibitions, seminars, presentations etc.
- To be forward thinking in collaborating with colleagues to continuously improve and upgrade technical understanding.
- Essential to reside within allocated business region
- Able to travel including overnight and extended stay where necessary
- Prepared to work flexibly within the team supporting colleagues when required.
- Second language in addition to English

## **Skills & Qualifications**

- An accomplished Business Development Manager with a successful track record in specification sales and supply chain business development
- Proven experience of selling products into the HVAC sector
- Thorough technical understanding of the HVAC industry for domestic and commercial applications
- In depth knowledge of low carbon, strategies and associated requirements
- The ability to engage at all levels within an organisation
- Methodical, process driven, competent record keeper and ability to provide ongoing business forecast essential
- A strong team ethic and willingness to get involved in this fast-growing business.
- Be competent on video conferencing software
- Be an effective communicator

## **Basis and Values:**

- Able to respect the basis of, and work with, our values, showing a commitment to, and understanding of the Sunamp Ltd culture.

This role profile outlines the current main responsibilities of the post. However, the duties of the post may change and develop over time and this role profile may, be amended in consultation with the post holder.