

Sales and Business Development Manager, Aberdeen

J2 Subsea Vision and Mission

J2 Subsea's vision is to be recognised as a leader in the provision of customised ROV tooling solutions for the ROV and underwater survey markets. With our innovative technologies and expertise we will provide reliable and efficient solutions. Through continued growth we will expand our capabilities in the changing global subsea market in response to customer demands. We have a reputation in the underwater and ROV survey markets for providing customised solutions. J2 delivers a responsive, high quality, reliable service to our customers establishing long lasting relationships built on trust.

Overall Purpose of Role

The Global Sales and Business Development Manager will develop a robust and balanced pipeline of opportunities across the territories served by J2 Subsea to secure and maintain new profitable business from both current and new clients. The postholder will ensure close collaboration with the Operations and Managing Director as well as the Technical Director such that our combined assets are taken to market to maximize the business growth opportunity. The role is directly accountable to the Managing Director to deliver or exceed the agreed targets at or above the agreed profit percentage.

Relationships

Reports directly to the Managing Director. Liaises with all staff, clients and suppliers.

Key Responsibilities and Accountabilities

The responsibilities of the postholder will include but not be limited to the following:

- Identify key market drivers, customers and competitors and monitor competitor position.
- Work with the Directors and Operations Manager to identify risks and opportunities, develop appropriate strategy and approach.
- Generate and manage sales funnel pipeline, ensuring that adequate sales leads are generated to create sufficient qualified opportunities, such that the monthly and annual order and revenue targets are met.
- Responsible for establishing and maintaining new and existing accounts and customers through regular offsite visits and communications.
- Ensure market intelligence on pricing, competitors and geographic developments are monitored and acted upon to position J2 Subsea competitively in the market.
- Liaison with sales and operations teams in order to co-ordinate an aligned and consistent approach to all business development activity and to ensure that business development opportunities are maximized.
- Drive awareness of and create demand for relevant J2 Subsea products and services across the sector.
- Champion the promotion of J2 Subsea products and services.
- Represent J2 Subsea at key industry and corporate events to develop the brand profile and sales pipeline.
- Timely updating of all information gained/acquired/constructed within scope of role; including all new/revised client/prospect contact status updates into the CRM.
- Work in tandem with the Operations and Predator teams to ensure a smooth handover from sales leads into product demonstration, commercial negotiation and sales closure.
- Provide a monthly report to the Managing Director including sales order and revenue forecast, details of new leads and prospects that material to the company and information on any market developments or trends that may impact the business.
- Ensure distribution partners (resellers, agents, foreign representatives etc) have sufficient support to find and develop business and that these leads, prospects and opportunities are logged.
- Ensure a thorough evaluation of commercial models included within significant tenders to deliver an optimal level of profitability balanced with all forecasted rentals/sales.
- Work with the marketing team to ensure sufficient quality materials are available to enhance sales.
- Ensure work is in line with various areas of compliance, including but not restricted to Customs/Export Control/Import/Anti-Bribery/QA.

Experience and Qualifications

- Previous experience working within a technical role supervising manipulator spares and lease as well as Return Material Authorisation is essential.
- Degree or equivalent in a relevant area
- Experience of working in a Global organisation across multiple locations, including offshore
- Experience working in a fast paced sales environment
- Experience of managing an asset rental pool to ensure good utilisation and budgetary control
- Experience of Microsoft Office suite; Word, Excel, PowerPoint, Outlook

Skills and Knowledge

- Knowledge of the oil and gas sector including market awareness of rental business opportunities within the subsea and other sectors
- Exceptional relationship builder with the ability to operate and communicate at all levels.
- Understands ethical behaviour and business practices and maintains own and others behaviour in line with these standards and the values of the organisation.
- Communicates in a clear, thorough and timely manner using appropriate and effective communication techniques.
- Knowledge of Microsoft Office suite; Word, Excel, PowerPoint, Outlook
- Company compliance processes, including but not restricted to Customs/Export Control/Import/Anti-Bribery/QA

Personal Qualities

- Ability to carry out duties in a timely and organised manner with particular attention to maintaining the high QA standards already in place.
- Customer focused with a forward thinking attitude
- Ability to think strategically by assessing options and actions based on trends and conditions in the environment, and the vision and values of the organisation.
- Demonstrate a willingness to be flexible in a changing work environment while maintaining efficiency.
- Ability to establish and maintain positive working relationships with others, both internally and externally, to achieve the goals of the organisation.
- Ability to assess situations to determine the importance, urgency and risks, and make clear decisions which are timely and in the best interests of the organisation.

Work Requirements

- Provide effective leadership of the function in accordance with the company's values, goals and objectives.
- Willingness to maintain Continual Professional Development to ensure your own knowledge base enhances J2 Subsea's capability and that you comply with the company's policies, processes and principles.
- Maintain integrity by being honest and transparent with staff, clients and suppliers in line with business policies.
- Highlight new technologies or working practices which may benefit the company by way of the Process Improvement Report (PIR) process.
- Actively participate in regular team and company events as required.
- Ensure we focus on understanding our customer needs to deliver a focused service.
- Be responsive to our customers and provide outstanding levels of service to ensure client needs are met on time, every time.
- Participate in the leadership and commitment of QHSE to ensure there is zero harm to our people, the environment and equipment.
- Take an active role in ensuring the quality of our products and services fully meets customer requirements.
- Ensure you work in line with various areas of compliance, including but not restricted to Customs/Export Control/Import/Anti-Bribery/Quality Assurance (QA).
- Ideally have a clean driving license and willingness to travel globally.
- Ensure you are deemed fit for the role or assignment being undertaken by undertaking medical examinations/tests and/or vaccinations in line with local legislation.

Essential competencies that are critical for job success

8.2 Entrepreneurial and commercial thinking

- Keeps up to date with competitor information and market trends
- Identifies business opportunities for the organization
- Demonstrates financial awareness
- Controls costs and thinks in terms of profit, loss and added value

4.2 Applying expertise & technology

- Applies specialist and detailed technical expertise
- Develops job knowledge and expertise through continual professional development
- Shares expertise and knowledge with others
- Uses technology to achieve work objectives
- Demonstrates appropriate physical co-ordination and endurance, manual skills, spatial awareness and dexterity
- Demonstrates an understanding of different organisational departments and functions

3.1 Relating and networking

- Establishes good relationships with customers and staff
- Builds wide and effective networks of contacts inside and outside the organization
- Relates well to people at all levels
- Manages conflict
- Uses humour appropriately to enhance relationships with others

3.3 Presenting and communicating information

- Speaks clearly and fluently
- Expresses opinions, information and key points of an argument clearly
- Makes presentations and undertakes public speaking with skill and confidence
- Responds quickly to the needs of an audience and to their reactions and feedback
- Projects credibility

Desirable competencies for job success

7.1 Adapting and responding to change

- Adapts to changing circumstances
- Accepts new ideas and change initiatives
- Adapts interpersonal style to suit different people and regional differences
- Deals with ambiguity, making positive use of the opportunities it presents

1.1 Deciding and initiating action

- Makes prompt, clear decision which may involve tough choices or considered risks
- Takes responsibility for actions, projects and people
- Takes initiative, acts with confidence and works under own direction
- Initiates and generates activity