

Business Development Manager – Marine Survey

If you are a driven individual with a passion for the sea, a great work ethic and want to make an impact at an amazing company, then keep reading!

Titan Environmental Surveys Ltd, are a multidisciplinary marine and environmental surveying company based in Bridgend, South Wales. We have over 30 years' experience in marine survey services including Hydrography, Geophysics, Oceanography and Environmental Sampling.

Titan are expanding our Commercial Development team with the recruitment of a Business Development Manager. This is a client and market focused role, where you will build strong and positive relationships with our clients and stakeholders, develop business leads, provide market intelligence and identify technical development opportunities for the continued growth of Titan Surveys.

Job brief

- Identifying survey prospects, sales leads, sales pipeline, future survey opportunities
- Build and maintain strong relationships with new and existing clients, internal and external stakeholders to support Titan's sales prospects
- Identify market demand and opportunities for market growth
- Identify technical developments and Innovation to expand the business capability, e.g. data transfer, communications, autonomy, green solutions
- Competitor and Market Intelligence
- Overseeing Company marketing, branding, promotion and social media profile
- Represent Titan at client meetings, industry functions and conferences

Essential Skills/Experience:

- Passion, willingness to learn, go the extra mile, drive to succeed
- Strong attention to detail, be well organised and able to plan time effectively
- Good team player with excellent communication, presentation and problem-solving skills
- Fluent in English language both oral and written
- IT literate and proficient in Microsoft 365 packages (Word, Excel, PowerPoint, Teams)
- Must be eligible to work in the UK and hold a Full Driving License
- Willingness to travel within the UK and EU for short periods (usually 3-5 days)

Desirable Skills/Experience:

- Relevant industry experience (marine survey, offshore, offshore wind or subsea cables) in a similar role
- Experienced Surveyor/Geophysicist/Oceanographer/Environmental Scientist looking for a transition to a shore based commercial role



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Registered office: Endeavour House, Admiralty Road, Great Yarmouth, Norfolk NR30 3NG UK

- Relevant degree within hydrography, geophysics, marine science, oceanography, environmental field

Benefits:

- Competitive Salary
- 25 days annual leave plus public holidays
- Company pension scheme and life assurance
- Company sick pay policy
- Private medical cover
- Flexible working and remote working options available

Full training and guidance will be provided to the successful candidate, to make the role rewarding and help to drive the continued success of Titan Surveys.

If you believe you have the experience, skills and ambition for this dynamic and challenging role, please apply by sending a cover letter and your CV to applicants@titansurveys.com.

Deadline for applications is Monday 11th July 2022



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