

Job Description: Business Development Manager – Breathaplasta.

Date Listed: 26/2/2021

Post begins: End of April - Early May 2021 to fit with candidate timings.

Who is Adaptavate?

Adaptavate is a team of people that want to make a positive change through their work. We develop solutions that disrupt the material flows in the construction sector to lead the transition to the building materials of the future. We do this by developing, commercialising and selling the next generation of low carbon, bio based, performance building materials for the construction sector.

As the company continues to scale and grow around the world, we are looking for someone to join our passionate team who wants to help grow our commercial traction with our Breathaplasta product. To continue to nurture the existing relationships and to build on the strong organic sales of Breathaplasta that we have created to date. This is a great opportunity to be part of a forward thinking, high growth scale-up in the construction sector that wants to be the change.

Job Description

As the Business Development Manager, you will be an ambassador for Adaptavate using your network in the construction industry to build solid relationships with other companies and organisations to generate sales leads. Your focus will be on the growth of our internal finish Breathaplasta product into the mainstream construction market.

Working closely with the directors and the Breathaplasta Product Manager, you will create opportunities with honesty and integrity whilst using your experience to think creatively about how we can collectively grow our business to have a larger impact. This will rely on providing substantiated and clear communication to a variety of external stakeholders and the Adaptavate team. You will be a core part of the growth of our current Breathaplasta product and integral to the launch of our new products, the first of which will be launched in Q3 2021. Along with the Founder, you will be the primary outward facing voice to a growing industry and customer base that is searching for solutions like ours; solutions that are low carbon, bio based and high performance.

The successful team member will have examples where they have been able to understand customers' needs and match a solution to their requirements using clear, technically founded communication. The customer journey with our products can range from 1 phone call to a year, depending on the client. You will need the patience and perseverance to adapt to these varying needs and timeframes.

Reporting to the Founder/Managing Director and working alongside the Breathaplasta Product Manager, you will be responsible for actively growing the plaster business and hitting ambitious yet realistic sales targets and increasing our visibility to the construction sector. You will receive responsibility at an early stage and be supported to thrive in this exciting role as this impact-led scale-up grows. We look forward to you joining our team where we have a unique chance to be part of the change, together.

Who are you?

- You share our team's passion and desire to make a positive ecological impact through your work. You don't mind a challenge!
- You have had a minimum of 2 years' experience in B2B sales or business development in the construction sector (or related industry) and want to challenge yourself to help a company grow and develop.
- You have proven experience of prospecting and generating new sales leads and nurturing potential clients through the customer journey.

- You understand the different structure and sectors of the construction industry and the channels to be able to access them.
- You are a friendly, clear and creative communicator that understands the importance of listening to customers' needs before offering solutions. You are comfortable providing technically founded answers to complex questions whilst highlighting how this relates to the customer.
- You understand the power of metrics and applied understanding in technical based sales and relationship building.
- You are self-motivated with a clear drive to achieve targets and exceed expectations when working independently or as part of our team. You are happy to accept that our product offering is not for every customer and that this is an opportunity to learn and improve our solutions.
- You understand the underlying principles of construction and are capable of understanding the physical, biological and chemical characteristics of our products.
- You are keen to contribute to the business sales and marketing strategy and deliver this plan.

The qualifications and experience we are looking for.

- Proven track record in sales and/or B2B Business Development in the construction sector where sales cycles can be from hours to months and is technically focused.
- Understanding of construction products and their technical offerings.
- Competency on Microsoft Office, particularly Excel and Word, or Google equivalents
- A strong commercial awareness and ideas on how to help grow our business.
- Experience of sales and marketing CRM systems.
- Driving License – able to travel (occasionally overnight)

The impact of our business is realised by the cohesion and growth of our team members. We aim to create a supportive working environment that enables you to thrive. Collectively, we are the change.

Position details

Contact	Tom@adaptavate.com	Duration	Until December 2021 with an option to extend to permanent contract.
Term	Fixed Term Contract	Employment Status	Employee
Hours	37.5hrs p/w	Time	Flexi (Core 10am - 4pm)
Location	The Mill, Stonehouse GL10 2BJ	Salary	£28-36,000 dependant on experience.

Occasional working from home (dependant on COVID).

Occasional national/international travel (Once COVID restrictions reduced and safe to do so)

Please send your CV with a covering letter as to why you want the position to tom@adaptavate.com.