

Location: Livingston Area
Term: Permanent
Salary: Dependent on experience

About FoundOcean

FoundOcean is the subsea and offshore grouting specialist for the global energy construction industries. Our primary business is securing structures to the sea bed by foundation grouting. FoundOcean also provides structural repair services for subsea and offshore structures, as well as pipeline and cable support and protection services.

About the Role

Following successful growth in the last three years FoundOcean is seeking a dedicated Business Development Manager. You will assist in FoundOcean's growth strategy to expand our business in the provision of offshore grouting services for the Renewables and Oil & Gas markets.

Much of your time will be spent carrying out business promotion activities, to maintain and develop sales of FoundOcean solutions and services, in accordance with agreed business plans and client projects and targets. You will focus actively and successfully on managing the business development process aiming to optimise the value of each new opportunity.

As Business Development Manager you will be expected to travel regularly, primarily within Europe, spending approximately one day a week out of the Livingston base.

Our ideal candidate will be a proven sales person, and have the ability to build and maintain effective working relationships. You will be a self-motivated individual who is disciplined and has the ability and initiative to make their own plans without day to day management. As the Business Development Manager, you will;

- Have proven success in your business development ability and demonstrable full knowledge of the sales process
- Have a background in Engineering/Offshore & Subsea Industry (desirable but not essential)
- Have a passion for understanding client requirements and providing clients and consultants alike with the right solution
- Commercial and business acumen
- Ability to use own initiative and pay close attention to detail
- Excellent organisational and time management skills
- Positive attitude to dealing with people
- Work independently, and as part of a team, to achieve broad strategic goals
- Excellent presentation and communication skills in all forms
- Ability to work independently and as part of a team

For the right person there is an attractive remuneration package on offer including 33 days holiday, 10% employer contribution to pension scheme and potential to earn bonus.

For more information about FoundOcean visit our website www.foundocean.com

Follow our Projects Blog at www.foundocean.com/projects

To Apply

Please apply in writing with CV and covering letter to Rebecca Scott, Gravitare HR, 14 India Street, Edinburgh, EH3 6EZ or by email to hr@foundocean.com