

<b>JOB TITLE</b>	Business Development Manager – Occupational Health
<b>LOCATION</b>	Aberdeen
<b>REPORTS TO</b>	CEO
<b>EMPLOYMENT</b>	Staff

**DESCRIPTION OF FUNCTION**

Developing and maintaining relationships with prospective and key clients in the occupational health sector in the oil and gas industry.

- JOB RESPONSIBILITIES**
- Identify and secure prospective clients to drive new business acquisition
  - Further develop current and new business for Occupational Health Services
  - Manage and deliver the tendering process
  - Work closely with operations to ensure completion and delivery of requirements
  - Conduct market research and build upon key clients, projects and prospects
  - Responsible for commercial activities with new and existing clients
  - Develop structured sales plan

- CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE**
- A strong and relevant network in occupational health services in the oil and gas industry
  - 5+ year relevant experience in oil and gas sector
  - Experience in tendering and delivery of contracts
  - Good understanding of contracts and negotiations
  - Excellent interpersonal and presentations skills
  - Good understanding of analysis of market trends

Interested candidates are invited to apply by email to [careers@wernink.co.uk](mailto:careers@wernink.co.uk)