

HEAD OF BUSINESS DEVELOPMENT

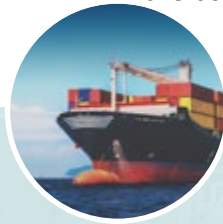
JOB DESCRIPTION

Who are Idwal?

Idwal are market leaders in ship inspections. Our Idwal Grade® is widely recognised as the industry standard and we are known globally and operate across almost every port in the world.

Supported by offices in the UK, Greece, and China, Idwal is a technology enabled business which conducts thousands of inspections every year utilising state of the art digital technologies, frameworks, and solutions.

We are part of a one hundred year heritage within shipping with parent company, Graig, founded in the Welsh capital in 1919. Our Cardiff Headquarters is situated in the beautiful Cardiff Bay with modern, comfortable offices and close vicinity to a number of gorgeous locations for company social events. We also have a very ambitious growth and expansion plan for the business which we are very excited about.



Why work at Idwal?

We've got a fairly unique environment, blending the essence of a modern tech company with the heritage and market knowledge of a 100 year-old shipping company.

On the one hand, we have many of the positives associated with a tech business. We work in a fast-paced environment that encourages entrepreneurship and innovation, where we both empower and support our people. We're also developing industry changing products using the latest technologies and are professionalising and challenging the market norms.

On the other hand, we don't have the negatives associated with some tech startups. We're well-funded, we're established in market as a first class leader, and we're a profitable business. Furthermore, we have very ambitious yet achievable growth targets, along with a global client list that includes leading banks, financial institutions, private equity groups, ship owners, brokers, insurers and charterers.

What is it like at Idwal?

We like to think of ourselves as a family, which isn't surprising when you consider we originated from a third generation Welsh shipping family. We're friendly and sociable, and regularly get together for team and charity events.

We also value our team. We make every effort to provide an environment where people enjoy coming to work and have the opportunity to thrive. As we have more than doubled our workforce in the last two years, there are plenty of opportunities for progression. Finally we have a great view of Cardiff Bay and an excellent coffee machine.

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What You'll Do

Responsibilities:

- Develop, lead and structure a brand new business development team, including leading on resourcing, structuring, task allocation and performance management.
- Overall responsibility for driving growth through the identification of new business opportunities.
- Aligned with overall company strategy, to deliver an increase in new business opportunities in line with company targets.
- Identify new clients, new markets and new opportunities for existing products and services.
- Manage the lead generation process to ensure a rich pipeline of opportunities is maintained.
- Management and engagement with external Global Sales Agents, including sourcing and onboarding new Global Sales Agents in line with globalisation strategy
- Work closely with marketing on campaigns to encourage new business opportunities.
- Attend relevant trade shows, conferences and industry events to identify new business opportunities and maintain company profile.
- Support the development of new products and services.
- Set, monitor, and report on team goals to senior management.
- Develop and encourage an outbound sales culture.
- Develop a detailed plan and budget for the company aimed at driving growth from new business opportunities.
- Manage budgets throughout the year, with full accountability for spend.

What You'll Need

Must have:

- Educated to degree level.
- Extensive experience in high quality business development, ideally at a senior level.
- Demonstrable success in winning new business across multiple product sets within a service-oriented sector.
- Demonstrable experience of working with corporate clients, with significant (multi-million dollar) spend.
- Experience of operating and communicating at a senior and executive level.
- Demonstrable management experience, leading teams in a high growth, business development or sales environment.
- Experience of working in a tech-enabled service business.
- Experience working in the maritime industry, specifically working closely with owners, managers, banks, funds and brokers.
- Strong analytical and reporting skills.
- A positive attitude and can-do approach.
- Ambitious with strong leadership skills and the ability to achieve goals.
- Exceptional communication and inter-personal skills.

What you'll get at Idwal

Competitive salary commensurate with experience. We also offer and the following benefits package:



25 days holiday with option to buy additional



Private healthcare



Very generous pension



Home working options



Social Club and regular events



Cycle to work scheme



35 hour working week

Like what you've read so far? Get in touch with our recruitment team to find out more. Either send your CV or LinkedIn profile to allison.hetherton@idwalmarine.com or speak to Allison Hetherton on 02920 446 644.