



Business Development Manager - Maritime



Location

Portland /
Chertsey

Status

Permanent

Hours

37.5

Vacancy Number

P0231C/P

Job Purpose

Drumgrange has a good reputation with the UK Ministry of Defence and key Primes operating in the Maritime Domain and supplying the UK Royal Navy, specifically in the areas of Platform Signature Management, Geospatial and Temporal Referencing Systems, Sonar, and Underwater Military Electronic Systems.

We have an exciting opportunity for an experienced Business Development Manager to join Drumgrange Ltd. in the Maritime Domain. The role is to build upon the company's success and grow its share of work in existing markets as well as successfully position to expand into new ones. The majority of the company's business is in the UK but there will be opportunities to exploit within the export market. Therefore, to support this role both domestic and international travel may be necessary.

The development of individual customer strategies is essential, and the successful candidate will need thorough commercial knowledge of the target markets including MoD customers, Prime Contractors, competitors and market budgets. The Business Development Manager will be instrumental in establishing relationships with key decision makers and driving potential opportunities through to contract award.

Reporting to: Head of Sales and Marketing

What you'll do

- Market analysis and production of capability roadmaps, identifying future or related programmes and working with the Engineering Team to define how to develop existing expertise and future technologies to support these opportunities.
- Key Customer relationship management.
- The preparation of business cases for potential new opportunities including PV interest.
- Position the Company to ensure it is on the bidders list for the opportunities within its capabilities.
- Responsibility for the completion of Pre-Qualification Questionnaires, invitations to Tender; Request for Quotation, BID management and team co-ordination.
- Participation in the collation of costing/pricing information and presentation to the Senior Management Team for approval.
- Maintaining Drumgrange Prospect database and CRM Tool (Sage CRM) for the Maritime Domain.
- Provide input to the Company projected revenue forecast and attend monthly meetings to present future opportunities.
- Provide press releases for inclusion on the Company website and in the Company's internal newsletter.



- Support and attendance at trade shows and exhibitions, e.g. DSEI, UDT.

- Input to the preparation of marketing material / datasheets and website content.

What you'll need

- Detailed knowledge of UK MoD procurement processes and the frameworks under which they work
- Proven experience of business development within the defence industry in the Maritime Domain, including selling into UK Primes. Particularly with regard to the UK Royal Navy Surface and Submarine platforms
- Formal qualification in a relevant technical discipline, e.g. electronic engineering or mechanical engineering
- Self-motivated and able to plan and liaise with a number of different organisations; entering into detailed technical and commercial discussions
- Excellent communication skills, both written and oral
- Ability to work collaboratively with others and be a team-player
- Security cleared or be prepared to go through the security clearance process
- UK National
- Desire to work within a small business

What you'll get

- **Flexible working:** We operate around the core working hours of 09:30 – 12:00 & 14:00 – 16:00
- **Role-specific allowances:** Subject to individual projects and roles.
- **Holiday entitlement:** 24 days per annum, plus public holidays. These are pro rata for part-time roles. A Christmas closedown occurs for most roles from 24th December – 2nd January, utilising your holiday entitlement.
- **Pension scheme:** 14% total pension made up of 7% contribution from the Employer, matched with 7% from the employee
- **Private medical care:** Access a network of 50+ private clinics and hospitals nationwide
- **Training and upskilling:** We are committed to your continuous personal and professional development meaning that you have the opportunity to gain additional skills and qualifications
- **Monthly Payment Schemes:** Save money on a new bicycle and cycling accessories and get fit too!
- **Company tech:** Salary loans to purchase laptops, mobiles, and home office equipment
- **Relocation package:** Available to selected candidates needing to relocate within easy travel distance of one of our offices - In line with HMRC guidelines - spend less time travelling and more time living

Why Drumgrange?

As a small-medium enterprise, we benefit from having a flat organisation structure with only a few levels between a junior role and a department head, so you spend less time wrangling with red tape. It also means that your voice is heard and there is plenty of opportunity for you to make a meaningful impact upon the business.



Roles here present fantastic opportunities to be involved across a wide portfolio of products and capabilities, you can expect varied work that takes you across different capabilities, solutions and environments.

We welcome candidates from all backgrounds within our industry, including women, ethnic minorities, people with disabilities and LGBTQ+ individuals. Please be aware that many of our roles will be subject to both security and export control restrictions. These restrictions mean that factors including your nationality, any previous nationalities held, and your place of birth may limit the roles you can perform in our organisation.

How to Apply

If you are interested in this role, please apply through our website. Alternatively, send your CV with a brief cover letter to careers@drumgrange.com, quoting the job title and the Vacancy Number in the subject header.