

Energy without limits .



Join a successful growing worldwide business.

Our commitment to building a stronger, safer, reliable and more sustainable energy future goes hand in hand with our commitment to the people who will make it possible.



Job Title **Blade Services Business Development Manager**

Location	Hunmanby/Hybrid/Remote with options to be located in the UK, mainland Europe or Asia-Pacific.
Contract	Full time, permanent
Responsible to	Business Development & Commercial Director
Core Purpose	<p>OEG's Business Development & Commercial Department (Topside Services: Blades Department) requires competent, driven individuals to join the team in support of the company's continued global expansion.</p> <p>The department has responsibility for delivering against the company's sales strategy, under the instruction of the Business Development & Commercial Director.</p> <p>As a member of this team, you will operate as a Business Development resource, providing services directly in support of B2B communications, proposals, and negotiations.</p>
Key responsibilities and accountabilities:	<ul style="list-style-type: none">• Primarily focussing on Blade Services sales and development opportunities globally.• Support the Business Development & Commercial team in securing new business and increasing company revenue and profitability.• Develop new business opportunities and manage existing sales pipeline reporting through a CRM system (eg. Salesforce).• Development and implementation of client engagement plans and effective management of strategic client & supplier relationships.• Analyse and evaluate industry trends and customer drivers, meeting regularly with management to discuss strategy to meet customer expectations.• Provide clear and precise intelligence to the tendering team.• Work with tendering team to craft responses to tenders and development of service proposals, assisting Bid Coordinators and Bid Administrators in producing commercial responses.• Guide and assist marketing department to implement BD strategies.• Develop and maintain positive relationships with external stakeholders and demonstrate appropriate levels of experience with business development, tendering and strategy.• In conjunction with the Business Development & Commercial Director, create and adhere to Key Performance Indicators.• Track performance and report on BD metrics and targets.• Screen potential business opportunities, generate new leads, identify and facilitate client (decision maker) meetings.

	<ul style="list-style-type: none"> • Develop and implement sales and business development systems processes, structure, and best practices including BD reporting, Client Relationship Management (eg. Salesforce). • Guide and contribute to input into the prequalification submissions to ensure HSS achieves and maintains its Approved Vendor Status. • Promote OEG, develop and share professional knowledge through education, networking, events and presentations.
QHSE Responsibilities	<p>To have a general understanding of the areas of our QHSE Management System and OEG's QHSE aims and objectives that are relevant to the role.</p> <p>Comply with the requirements of OEG Energy Group Policies and the responsibilities within the wider QHSE Management System.</p> <p>Promoting:</p> <ul style="list-style-type: none"> • a proactive health and safety culture focussed on the prevention of work-related injury or ill health and continual improvement in our processes / performance. • environmental sustainability and energy efficiency whilst minimising our environmental impacts and preventing pollution. • a quality culture that brings values to our business, our customers and other interested parties ensuring quality issues and opportunities for improvement are identified and implemented.
Skills and Experience:	<ul style="list-style-type: none"> • Demonstrably strong computer literacy skills. • Demonstrably strong English language skills. • Demonstrably strong basic Mathematics. • Good planner with the ability to prioritise workload and assess own performance. • Proactive, positive, and self-driven. • Able to think clearly and analytically. • Excellent interpersonal and communication skills. • Results-orientated with a keen eye for detail. • Clear focus on customer satisfaction. • Work well under pressure, meeting clear deadlines. • Proficiency in data analysis, forecasting and budgeting. • Proven ability to plan and manage standalone, own time and resources whilst also being a (BD & Commercial) team player. • A relentless sales hunter able to pivot a forward-thinking organisation in a sales environment, where only the best will grow and thrive. • Ability to travel and actively engage with customers essential. • Ability to win new customers and foster existing relationships. • Blade Services experience (manufacturing &/or services inc. inspection & maintenance). • Sales & Sales Techniques. • Previous exposure to B2B contracts. • Offshore / onshore energy sector.

	<ul style="list-style-type: none">• Microsoft Project.
Qualifications:	<ul style="list-style-type: none">• Degree or equivalent qualification.



Why should you work with us?

At OEG, we place a high priority on the well-being and success of our employees. That's why we provide comprehensive benefits packages, which include competitive salaries and health insurance coverage. Additionally, we offer employer workplace pension contributions and ongoing training and development opportunities to support your professional growth.

Join a successful growing worldwide business.

This role is perfect for a passionate individual looking for a challenging yet rewarding career path in the offshore energy sector. If you are eager to contribute to our mission and possess the skills we're looking for, we would love to hear from you.

How to apply

To apply for this open vacancy, please submit your application via [LinkedIn](#).