

Job Description – Business Development Manager – Consultancy and Technical Services

Department : Consultancy and Technical Services

Line Manager : Head of Consultancy

Purpose of Role

To pro-actively conduct sales and business development activity for the Consultancy and Technical services business line, working closely with the Marketing Department, and other consultants. (80% of the role)

To deliver specific security consulting assignments (billable work - 20% of the role)

- Planning consulting assignments
- Developing project plans
- Managing risk in consulting assignments

Key tasks and responsibilities

Business Development:

- Leading business development activity for the Security Consultancy business, and generating leads for new business through that activity.
- Manage relationships with existing clients in order to identify new opportunities, maximize upsell from current work, and cross-sell other Restrata offerings.
- Identify, target and pursue new clients
- Qualification of leads generated through marketing department
- Represent Restrata at trade networking conferences (conferences, business groups, seminars etc)
- Design and develop (in collaboration with Consultancy team) new marketing collateral based on delivered work and trends
- Presentation to the Business of qualified opportunities at Gate Reviews and/or Bid No Bid Reviews.
- Identifying opportunities for cross-selling of other Restrata offerings to Consultancy and Technical services clients and prospects.
- Maintenance of comprehensive records of all leads, prospects, accounts, contacts, and opportunities in SalesForce.

Sales:

- Managing the bid process in the production of proposals and bids pursuant to your opportunities
- Provide pricing and costings for proposals and bids
- Supporting other bid processes where necessary
- Where appropriate, acting as Capture Manager for an opportunity, pursuing the opportunity through to closure.
- Conducting timely follow up with prospects to determine the outcome of bid competitions.
- Maintenance of comprehensive records for all bids and follow up activities in SalesForce.

Security Consultancy Delivery:

- When tasked, delivery of security consultancy assignments.
- Where required, working as part of multi-disciplinary design teams within the built environment and working to RIBA design stages.
- Providing threat based design guidance for security systems to clients covering:
 - Physical protection systems (gates, barriers etc)
 - Electronic systems (CCTV, Access Control etc)
 - Command and control
 - Systems integration
 - Security operational procedures and emergency planning
 - Information Assurance
 - Cyber security architectures (desirable)

Essential Capabilities/Skills

- The consultant must be able to demonstrate specific expertise in Critical National Infrastructure (CNI) protection and National Security and in at least one of the following areas:
 - Project and programme management.
 - Risk analysis and management (quantified risk management techniques)
 - Security engineering and design
 - Counter terrorism engineering – blast, ballistics, CBRN
 - Command & control, PSIM and systems integration
 - Security FEED at stage D and beyond
- Producing detailed output specifications for security systems design.
- Project managing multi-disciplinary teams within the technical security space
- Developing bills of materials for security systems.
- Tender assessments and in providing contractor oversight.
- The candidate must understand the Security FEED consulting environment in the GCC region.
- Successfully delivered major security consulting assignments within the GCC region either as a project director or as a work-stream lead.

- Project management of consulting assignments.
- The candidate must be numerate and have good written and oral English.
- Client presentations using PowerPoint or Keynote.
- Experience in running client workshops.
- The candidate should be very confident in a client facing capacity at senior level and work well within multi-disciplinary teams.
- In addition the candidate should be able to prove:
 - The ability to plan unstructured problems and assignments from scratch.
 - The ability to learn quickly and to work well under pressure.
 - The ability to listen attentively and express complex issues concisely to clients.
 - To show leadership and motivate teams.

Experience/Qualifications

- The job requires consulting experience in a technical security environment for between 5-10 years
- The individual must come from a background in Front End Engineering Design (FEED) for security systems within either:
 - The mainstream built environment
 - Critical National Infrastructures or
 - National Security

- Be experienced in use of proprietary project management tools (MS Project, Primavera etc).
- It is desirable if the candidate has experience in AutoCAD and/or Revit.
- Degree level qualified – top 25% percentile from an established University in UK/US/Canada/Australia
- Member of professional body that is relevant to the technical security environment (such as but not limited to):
 - IEE
 - CLAS
 - APM
 - ICE
 - ASIS
 - CIMC
 - CEng

- A Master's Degree in a relevant security or consulting discipline is desirable.

If you are interested in this position, please send your updated CV to hr@restrata.com.