



JOB TITLE: Aggregate Business Development Manager

LOCATION: National (Home Based)

REPORTS TO: Head Of Aggregates

RESPONSIBLE FOR: Identifying new business opportunities & increasing the customer base, to generate additional revenue from our sustainable M-LS aggregate

INTERACTS WITH: UK Management Team, Technical Team, External Bodies (Highways Agency, Materials Engineers, Material Specifiers or Architects) & Customers

HOURS OF WORK: 37.5 hours per week - Monday to Friday 9am to 5pm with a half-hour lunch break but with flexibility to meet the needs of the business

DATE OF ISSUE: 18/10/2024

JOB PURPOSE

The job holder will support the implementation of the aggregate business plan and develop strategies that promote the attainment of revenue growth

They will be a point of contact for future clients, who are seeking to engage with O.C.O, to discuss the use of M-LS products in construction market applications

The individual will collaborate closely with other members of the sales team, to ensure that the material is placed into suitable applications within the aggregate materials market

The role will involve presenting the benefits and limitations of the M-LS products to clients, in equal measures, to ensure that the material is only used for suitable applications or at relevant blend ratios

They will monitor aggregate quality, working closely with the technical and operations teams, to ensure that the products are supplied in accordance with the relevant material specifications

The individual will understand the needs of our customers and be able to respond effectively with a plan of how to exceed service expectations

The role will be home based but will involve travelling across the UK to support existing sites on sales of aggregate from the plants

KEY DUTIES

- Research and identify additional business opportunities, including new markets, growth areas, trends, partnerships, products or new ways of penetrating existing markets
- Identify threats & opportunities within the supply chain, evaluate their potential impact, following them through to closure where appropriate



ISO 9001
ISO 14001
OHSAS 18001

Certificate Number 11259

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O.C.O Technology Ltd. Registered in England. Company No: 07247345
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- Support the development of a comprehensive annual sales budget for the aggregates business and perform periodic analysis to identify deficits and determine recovery plans
- Management of contract haulage, to ensure that the business is achieving the best value for money from transport, and that we are meeting customer service expectations, for delivered sales volumes
- Support the collaboration with customers & partnerships to drive sustainable growth within the aggregates business
- Lead investigations into issues and complaints, coordinating internal departments to ensure a satisfactory outcome for the business
- Develop existing relationships and work with key customer contacts, to identify future business opportunities and drive improvements for all parties
- Ensure that customers are sent the latest product information on a routine basis and provide further support where needed, such as additional technical data or advice
- “Act” as the voice of the customer and as such be the conduit between Customers/Operations/Commercial/Logistics
- Assist the R&D team with development, trials and testing of new products or applications
- Assist with the marketing strategy for the aggregates business and the development and use of promotional media
- Attend industry association committee meetings & arrange O.C.O presence at any relevant trade shows, to drive customer exposure within the industry
- Manage targeted marketing, to attract new business and to keep active customers updated, with what’s new at O.C.O Technology

ESSENTIAL SKILLS / EXPERIENCE

- Able to demonstrate a good and positive attitude towards health and safety
- A strong technical background, with relevant industry experience in a similar position, ideally associated with concrete/asphalt/aggregate
- Hands on excellent work ethic and drive to deliver on identified opportunities and department objectives
- Knowledge of aggregate specifications would be advantageous for the role
- Creative at solving problems and identifying opportunities
- Proven selling, and negotiation skills, with the ability to secure new business
- Enthusiastic flexible collaborator with ability to build strong relationships
- Able to work under pressure, on your own initiative and with strong organisational skills
- Able to communicate with influence internally and externally as well as at multiple levels
- Commitment to delivering a high level of customer service
- Computer literate with an elevated level of numeracy and literacy skills
- Full, clean driving license and own transport

DESIRABLE SKILLS / EXPERIENCE

- Understanding of sustainability within the construction sector
- Understanding logistics and haulage
- Awareness of waste industry and carbon markets