

Business Development and Relationship Manager

We are Danihers, with over 30 years of industry experience behind us, we work in partnership with our clients, offering robust, 21st century facility management solutions. Our award-winning staff, innovative approaches and environmentally sustainable practices are our critical success factors. 500 of our employees and Business Partners work tirelessly and closely with our clients to create a safe, healthy working environment for their facilities.

Role

This is a Senior Executive role, reporting to the CEO and responsible for strengthening relationships with our current cliental and developing new relationships in new market segments. Key Stakeholder Engagement is a fundamental aspect of this role.

In line with Danihers strategic business plan this person's key responsibilities will include:

- Build relationships with new and existing key stakeholders to optimise profitable growth and new business opportunities.
- Develop and implement growth strategies.
- Identify new businesses and markets.
- Ensure strong relationships with existing stakeholders to guarantee high retention of existing accounts.
- Manage business proposals and tender process to ensure successful outcomes.
- Stay abreast of industry best practices related to the DFM products and services.
- Manage industry and client events to promote and represent DFM.
- Liaise with operations in relation to customer scope and financials
- Play a valued role as a member of the senior executive team.

Critical skills to be successful in this role are:

- Excellent presentation, verbal and written communication with meticulous attention to detail
- Demonstrates a history of forging and maintaining strong customer relationships
- Innovative and forward thinker
- Will work within a motivated team environment