

Business Development and Contracts Manager Salary: £40,000

Full-time (37.5 hours per week), permanent

Closing Date: 17 December 2020

Reference ID: 17112020

QUANTUSIS Limited is a company specialising in IT and Management Consultancy as well as range of related activities such as web hosting, development, technical support, network analysis, security and data recovery, just to name a few.

The Company is looking for an ambitious, energetic and experienced Business Development and Contracts Manager, who would be able to help them create a wide spectrum of clientele especially those operating within the Construction Industry. It is the Company's objective to expand its business into the Construction orbit and provide bespoke IT solutions to Construction Management schemes including cost, time and contract issues.

The person would be responsible for identifying areas for improvement by evaluating the Company's performance, building and maintaining relationships with allies and partners as well as identifying opportunities for growth in other channels. The candidate will take part in growing the company at an organisational level to be able to take on more contracts that will enable the company to attract larger corporations and clients.

Additionally, the responsibilities would include overseeing, managing, handling and negotiating contracts for the company and reporting directly to the Managing Director.

Responsibilities and Tasks:

- Identifying long-term methods to increase value through the development of relationships, markets and customers.
- Growing the company's clientele.
- Building relationships with potential partners or prospects.
- Researching the needs of the business and its competitors to gain a broader view of the target market.
- Recognising market trends and providing market analysis to optimize business plans.
- Meeting revenue targets, shaping and driving the company's digital and offline marketing activities.
- Overseeing the planning of projects and ensuring that they are programmed to a certain level of detail.
- Ensuring that all the initiatives and projects run smoothly.
- Meeting and liaising with clients, companies, vendors, and/or contractors to communicate and negotiate contract terms.
- Leading negotiation of contracts with clients.
- Carrying out thorough research on legislation and regulations to make sure that contracts are current and in compliance.

Skills, Knowledge and Experience required:

- Bachelor's degree in Contract Management, Construction Management, or in any other related or relevant field with Management and Construction background.
- At least 15 years of proven work experience in contract management, business development or similar role.

- Written and spoken fluency in both Arabic and English.
- Proven experience in managing construction projects.
- Ability to build on client relationships, find leads and diversify business especially in current pandemic time.
- Proven experience in leading a team and monitoring performance.
- Experience using various software to track business growth.

If you think you have the skills and the qualifications necessary to work with us, please apply today.

Due to high volume of applications, we will contact only the successful applicants for an interview.

To apply please send your CV and an optional covering letter.