

Senior Business Development Manager - Engineering

Reporting to: Commercial Director

Salary: Competitive Salary + Bonus

Location: Home-based - South East (commutable to London & Bristol)

About the role:

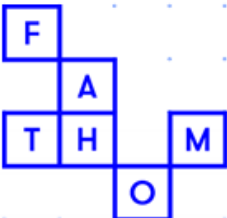
For our next level of growth, we are looking for an experienced Senior Business Development Manager to join our expanding sales team to lead the revenue growth with new and existing Consulting Engineering clients. This is a new and exciting role for someone who wants to join the early stage of a business that has ambitious growth plans and to put their stamp on that business' expansion into the consulting engineering market globally.

Fathom is a fast-growing business whose vision is to become the world leader in the provision of water risk intelligence (www.fathom.global). Currently based in Bristol with a global client base it is looking to appoint an individual to lead its sales growth in the global consulting engineering market to work closely with our direct customers and partners to drive the revenue and adoption of Fathom data products and services.

The role is permanent, full time with the offer of remote working. There is a requirement of being in the Bristol office around 2/3 days a week. With travel to Clients when required. Temporarily we are working 100% remotely during the pandemic.

Accountabilities:

- To generate sustainable revenue growth by driving new opportunities and selling Fathom data and services directly into new consulting engineering clients
- To increase revenue growth from existing consulting engineering clients through global agreements
- To position Fathom as the preeminent provider of water risk data and services to the Consulting Engineering sector
- You will create and maintain the sales pipeline for sustained revenue growth
- You will develop and execute the Consulting Engineering go to market plan working closely with



Fathom stakeholders

- You will demonstrate a good understanding of our products and articulate our offering to prospective and existing clients and partners
- You will work closely with the Technical Sale Consultants to achieve product adoption and revenue growth
- Work alongside the Product team to provide feedback on issues related to current products and provide insight for new product development
- Create compelling technical presentations and documents to demonstrate benefits of Fathom data and services
- Build and maintain productive relationships both internally and externally, fostering teamwork by keeping colleagues updated on activities
- Provide accurate and timely management information: KPI's, lead activity and revenue forecasts

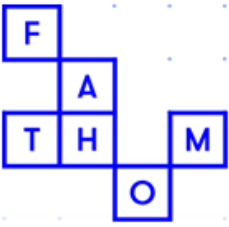
What you will need:

Relevant experience / technical skills:

- Experience of selling spatial data, data solutions or technology into the consulting engineering, civil engineering and construction sectors at senior level
- Successful history of new business sales, with the ability to prove consistent delivery against targets
- Experience of both new business development and account management of clients
- Experience of working with partners to co-sell into this sector
- Credibility at all levels and evidence of building strong relationships internally and with the customer
- Experience selling into large global consulting engineering organisations
- Sound understanding of consulting engineering practices
- Ability to communicate technical concepts to non-specialists
- Preparing and presenting sales demonstrations
- Creating compelling tender responses and sales proposals
- Previous experience with software – i.e. Salesforce, GIS

Education:

- Min degree level, ideally in Geography, Earth Sciences, Civil Engineering or similar



Preferable :

- Experience of environmental applications, particularly flooding and climate change

Essential behaviours:

- Self-motivated
- Consultative
- Team player
- Inquisitive

What you'll receive:

- Performance Bonus
- Private Medical Insurance
- 28 days holiday
- Career development
- Flexible working practices (outside of COVID)
- Flexible benefits package

What next:

If this sounds like a role you would like to explore, please email your CV with Cover Letter to careers@fathom.global and we will get in touch.