

## **Job Vacancy: Business Development Manager**



We are looking for a passionate, self-driven and tenacious Business Development Manager to join our team in Great Yarmouth.

Reporting to our Global Sales Manager, you will be responsible for driving original equipment and aftermarket business growth through existing and new UK and international customers.

Working within a cohesive team, you will take ownership of allocated key customers; developing and maintaining long-term relationships to help ensure Prior Power Solutions remains a leader in its field of oilfield equipment manufacture and aftermarket support.

This is an exciting role full of opportunities to develop your career with a market leading business that is diverse, fast-paced, and agile as we strive to provide cutting edge and sustainable power solutions for our global customer base.

As a full-time, office-based position you will liaise with our engineering and support teams onsite as well as have face-to-face meetings (anticipated 50% plus of time) to build customer relationships and bring new orders.









### **Job Outline:**

- 🔄 Grow sales of oilfield equipment (all product lines).
- 🔄 Grow sales of nitrogen pumping equipment.
- 🔄 Grow aftermarket sales (all product lines).
- 🔄 Nurture strong relationships and maintain regular contact with allocated key customers, understanding their strategies, opportunities, and decision-making processes, communicating our products, aftermarket services and capabilities.
- 🔄 Capture, quantify and maintain business opportunities for allocated key customers within our CRM database (Microsoft Dynamics 365) and ensure they accurately reflect scope, timing, and proposed offering.
- 🔄 Support and prepare proposals for customers.
- 🔄 Present pipeline of opportunities to senior management team.
- 🔄 Create and execute business plans for new products, markets, and diversification opportunities.
- 🔄 Work with and support Marketing Manager on any collateral required (LinkedIn content, website content, datasheets, case studies etc).
- 🔄 Maintain industry awareness by monitoring press/social media and by attending industry conferences, exhibitions, and networking events.
- 🔄 Compliance to company policies and procedures.
- 🔄 Undertake any other reasonable activities as requested.





### **Qualifications, Skills, and Experience:**

- 🔄 Proven track record in sales/business development in oil & gas/energy.
- 🔄 Five or more years oil & gas experience (specifically nitrogen pumps desirable)
- 🔄 Knowledge of well intervention, process & pipeline, and well testing (desirable)
- 🔄 Technical oilfield equipment knowledge (desirable)
- 🔄 Understanding of Prior Power Solutions' range of products and services, market position and competitors.
- 🔄 CRM experience (preferably Microsoft Dynamics)
- 🔄 Proficient with Microsoft Office (Outlook, Excel, Word PowerPoint, Teams)
- 🔄 Degree or equivalent qualification/experience (business/technical) advantageous
- 🔄 Driver's licence (essential)

**Person-Specific:**

-  Team player with a collaborative approach
-  Dedicated and enthusiastic
-  Excellent verbal and written communication skills
-  Organised and attention to detail
-  Aptitude for problem-solving
-  Ability to connect and build relationships with customers from a wide range of backgrounds and cultures (additional languages desirable but not essential).
-  Ability to connect and communicate with customers at varying levels of seniority.
-  Ability to prioritise workloads and meet deadlines.

**Job details:**

-  Office based (Great Yarmouth) with UK and international travel
-  Onsite car parking
-  Company pension
-  Salary dependant on experience

**Why work with us:**

Prior Power solutions is a leading supplier of specialised diesel-driven, alternative, and sustainable power systems, equipment, and services to a wide range of industries including oil and gas, marine, renewables, agricultural, and construction.

We have an international reputation for high quality design, manufacture, and servicing of a wide range of well service equipment, particularly hazardous area equipment, including nitrogen pumps, specialist skids, coil tubing and compressor units for the offshore industry.

We are providing our customers with power solutions for a changing world – at the cutting edge of new electric-driven and hydrogen introduction equipment technology.

Through our Service department we undertake maintenance and repair of engines and equipment and are a multi-dealer distributor of engines, pumps, well service products and spare parts.

Established in 1980, the company is based in Great Yarmouth, Norfolk and owned by Suretank, Ireland.

We encourage new ways of thinking and proud of our wide range of skills that enable us to continually challenge the status quo, stimulate creativity and inspire innovation.

We are ISO 14001, 45001 and 9001 certified.

**How to apply:**

Please submit your CV, highlighting your experience and transferable skills relevant to this role. You are welcome to attach a covering letter explaining why you would make a great addition to our team.