

Job Description: Business Development Manager

Company:	Utilities Direct
Location:	Based in Northampton and covering the Midlands and South.
Department:	Business Development
Reports To:	Head of Business Development

About us

We're a multi-utility infrastructure service provider based in Northampton.

Historically known as a Self Lay Provider delivering water network connections for housebuilders across the midlands and south, we recently joined the BGS Group family so can now offer our customers a full multi-utility service package.

Our shared vision is to be the multi-utility infrastructure provider of choice: The first people developers turn to when they're are looking for someone to design and install the electricity, gas and water connections for their development. We're known for our collaborative approach, technical expertise and commitment to safe, sustainable delivery, and our Business Development team has a key role to play in ensuring that reputation is upheld.

Role Summary

As Business Development Manager, you're responsible for identifying, developing, and securing new business opportunities within the utilities infrastructure sector, including electric, gas, water and wastewater. This role focuses on building strategic relationships, shaping bids and proposals, and driving long-term growth aligned with the organisation's infrastructure delivery capabilities.

Key Responsibilities

Market & Opportunity Development

- Identify and evaluate new business opportunities across utilities infrastructure
- Monitor market trends, regulatory changes, and investment pipelines within utilities and infrastructure sectors.
- Develop and maintain a forward-looking opportunity pipeline aligned with strategic growth targets.

Client & Stakeholder Engagement

- Build and manage strong relationships with PLC House builders, Industrial & Commercial Developers and Consultants.
- Act as a primary point of contact for prospective clients throughout early engagement, procurement stage.
- Maintain and grow customer relationship, through project lifecycle.
- Represent the organisation at industry events, forums, and stakeholder meetings.

Bids, Proposals & Commercial Strategy

- Lead or support the development of expressions of interest (EOIs), tenders, and proposals.
- Collaborate with technical, commercial, legal, and delivery teams to shape competitive, compliant, and value-driven bids.
- Contribute to pricing strategies, risk assessments, and commercial negotiations.

Strategic Planning & Growth

- Support the development and execution of business development strategies for utilities infrastructure markets.
- Identify opportunities for partnerships, joint ventures, and framework agreements.
- Provide market intelligence and strategic insights to senior leadership.

Internal Communication

- Work closely with project delivery, engineering, finance, and legal teams to ensure bid strategies are deliverable and aligned with capability.
- Maintain accurate CRM records, reporting, and pipeline forecasts.
- Ensure all business development activities comply with governance, ethics, and regulatory requirements.

Skills & Experience

Essential

- Proven experience in business development, sales, or commercial roles within utilities or infrastructure sectors.
- Strong understanding of utilities infrastructure markets, procurement models, and regulatory environments.
- Demonstrated experience developing and winning major bids or long-term framework contracts.
- Excellent stakeholder management, communication, and negotiation skills.

Desirable

- Experience across power, water, gas, or renewable energy infrastructure.

Personal Attributes

- Strategic thinker with strong commercial acumen
- Relationship-driven and customer-focused
- Proactive, resilient, and results-driven
- Comfortable working in complex, regulated environments

What We Offer

- Collaborative, high-performing team environment
- Competitive salary and performance incentives
- Career development and progression opportunities

General Responsibilities

- Comply with all BGS Group policies, procedures, and legislative requirements.
- Maintain confidentiality in line with the Data Protection Act.
- Actively promote health, safety, and wellbeing at all times.
- Commit to continuous professional development and staying current with industry standards.
- Represent BGS Group positively, maintaining high standards of professionalism at all times.

Additional Information

This job description is not exhaustive and may be reviewed periodically to meet the changing needs of the business. The post holder will be expected to contribute to and support this process.

Application process

Please apply by sending your CV and covering letter to enquiries@udltd.co.uk
Closing date is **Friday 27th February 2026.**