

## Job description

**Job title:** Business Development Manager

**Location:** Woking, Aberdeen or London

**Salary:** £40'000-£50'000 ote £80'000-£100'000 with benefits, car allowance

**Ref:** 16347



### LAWSON PRICE CONSULTANTS

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Our client is one of the world's most experienced and respected information management organisations; their mission is to implement truly integrated data management services for their customers and continued growth of the business in the UK and internationally creates an opportunity for a Business Development Manager to join them at an exciting time.

Offering physical data storage and retrieval, indexing and database management, catalogue improvement and data auditing, scanning, digital media creation, transcription services and web-based data hosting and electronic delivery, they provide data management services for clients requiring long term archival data and document storage and all available via fast and efficient access and delivery. Their customers are drawn from architecture and construction, design, engineering, financial and insurance markets, government departments, health authorities, local government and oil and gas exploration companies.

Reporting directly to the MD and working as part of the senior management team, the successful Business Development Manager will be responsible for the maintenance and growth of UK revenues within the vertical market of oil and gas, dealing with customers with the need to record, catalogue, store, retrieve and benefit from data held in all its forms.

The ideal candidate will be a Business Development Manager with knowledge of the oil and gas exploration sector; alternative experience might have been gained in data management, document management or sales into a technical environment where concept or service sales has been the dominant factor. The successful Business Development Manager will be intelligent, articulate, flexible in mind and working method, happy to develop new business as well as maintain and grow existing relationships, be willing to go the extra mile to deliver for the client and against target. Career opportunities within the business are good, so ambition is welcomed.

All applications will be dealt with in the strictest confidence.

**To apply for this vacancy, visit [www.lawsonprice.co.uk](http://www.lawsonprice.co.uk)  
or email [candidates@lawsonprice.co.uk](mailto:candidates@lawsonprice.co.uk)**