Stepnell is expanding! As we continue to strengthen our presence across the UK, we are looking for a dynamic and ambitious Business Development Manager to spearhead our growth in the North West. This is an exciting opportunity to play a pivotal role in driving business success and cementing Stepnell’s reputation in a brand-new region.

You will be instrumental in enhancing our brand presence, developing strategic relationships, and securing new business opportunities. You’ll be at the forefront of our ambitious expansion plans, making a tangible impact on our growth and success.

Key Responsibilities:

* Develop and nurture strong relationships with Clients, Consultants, and key stakeholders to drive business opportunities.
* Attend networking events, conferences, and workshops to enhance awareness of the Stepnell brand.
* Research and gather market intelligence on potential Clients and projects, shaping innovative business proposals.
* Work closely with the Regional Management Team to develop and implement a targeted Business Development Strategy.
* Attend marketing meetings to influence marketing materials and online presence.
* Create development plans and forecast growth opportunities to drive long-term success.

What We’re Looking For:

* A proactive and results-driven business development professional with a proven track record in winning work and building strategic partnerships.
* An excellent communicator and networker who thrives in developing new opportunities and fostering strong business relationships.
* A commercial thinker who understands market trends and can identify new business prospects.
* A motivated individual eager to play a key role in expanding Stepnell’s operations in

This opportunity is to be at the helm of Stepnell’s expansion. You’ll have the autonomy to shape our future in the North West, work alongside an ambitious leadership team, and make a lasting impact in a thriving industry.

**Why Stepnell**

At our core, we are committed to inspiring, nurturing, and investing in our people, ensuring that their careers are both fulfilling and rewarding. As proud holders of Investors in People Gold accreditation, we recognise that our employees are the driving force behind our success. We value everyone's contribution and curiosity rules within our teamship philosophy. We aim to empower our people to make a difference and drive positive change across our business and services.

To show our appreciation, we offer generous and competitive benefits including, an enhanced pension scheme with a Stepnell contribution of 7% to help secure your financial future, annual leave that increases with service and the flexibility to purchase more, a market leading employee referral scheme, and for eligible roles comprehensive health coverage, adjustable start and finish times and a car allowance or company car.

Join us in a collaborative and inclusive environment where your well-being is our priority, and your contributions are truly valued.

**About Us**

We are a family-run business with a history of more than 155 years, we are stable and reliable, making long-term decisions in the best interest of our people and customers.

Our unique and growing capabilities span construction, property development, energy, joinery, and concrete repairs, enabling us to meet the diverse needs of our customers. With seven regional offices in Liverpool, Nottingham, Rugby, Wantage, Bristol, Southampton, and Poole, across 3 business units, our geographical reach allows us to maintain high levels of repeat business, currently representing 75% of our turnover.