

# Business Development Manager

**Job Type:** Full-time (Mon. – Fri.), Permanent  
**Location:** Aberdeen

## Details/duties:

- Manage and develop external client and internal stakeholder relationships
- Identify and develop opportunities within the geographical region
- Participate and provide input on key strategic bids
- Report Business Development activity to Senior Management
- Represent the Company at exhibitions, conferences, and other networking events

## Experience & Requirements:

- Proven work experience in a similar position within the O&G or related industries.
- Education: Bachelor's degree preferred
- Strong experience and industry-based network in the Oil & Gas, Renewable sector
- Ability to manage and develop internal & external stakeholder relationships
- Great interpersonal skills and ability to work well both independently and as part of a team
- Excellent verbal and written communication skills

Ponticelli is an independent and family-owned group providing industrial services; engineering, construction and maintenance, to companies in the oil and gas, energy, chemical, pharmaceutical and steelworks sectors.

Should you wish to apply for the aforementioned role, please send a copy of your CV to: [pfukrecruitment@ponticelli.com](mailto:pfukrecruitment@ponticelli.com)

**Subject header: Business Development Manager**

**Closing date: 21 August 2022**