

Job Details	
Business Job Title	Business Development Manager
Job Category	Permanent
Reporting Level	Business Development Director
Location	Aberdeen
Date Prepared	23/07/2026

Job Overview	
Role	J+S Subsea are seeking a dynamic and results-driven Business Development Manager who will be responsible for identifying new leads and building relationships with target customers in oil & gas, decommissioning and marine renewables sectors. The role will support an ambitious company with a drive for revenue growth and an increase in market share, whilst ensuring high levels of customer satisfaction through organised and planned business development activities. This role requires a strategic sales hunter with a strong business acumen, organisational skills, and a deep understanding of lead identification and conversion techniques.
Accountabilities	- Identify and pursue new project opportunities involving subsea control systems and solutions relevant to J+S Subsea's expertise across the oil and gas, decommissioning and marine renewables sectors. - Identify leads and build relationships across operations, engineering, technical support and procurement teams in target companies. - Develop a pipeline of qualified business opportunities to feed into the sales team. - Create and deliver impactful presentations to a range of technical and seniority levels. - Monitor market trends, regulatory environments, and competitor activity. - Provide regular performance reports, forecasts, and market insights. - Input, update and maintain CRM and pipeline data accurately. - Represent the company at industry events, trade shows, and conferences. - Support the sales team with proposal development when needed.

Competencies and Qualifications	
Competencies	- Proven hunter with a track record of successfully identifying, negotiating, and closing sales opportunities. - Excellent communication, negotiation, and interpersonal skills. - Technical knowledge of subsea equipment, systems, and project execution. - Technical background in subsea controls or related fields. (Desirable) - Excellent communication and presentation skills, with the ability to effectively engage with technical and non-technical stakeholders at all levels. - Willingness to travel as required. - Proficiency in CRM software (Business Central preferred) and MS Office Suite.
Education	HNC or degree qualified with broad experience in an oil & gas business environment.
Work Experience	- Minimum of 5 years' experience in a sales or business development role within the subsea or offshore industry. - Existing network and contacts across oil & gas operators, vessel contractors, EPC's, OEM's and renewables technology developers. - Experience of working in a fast-paced, reactive service business and a more complex long sales cycle environment.