

Business Development – TCG Engineering

The Role

We are seeking a Business Development Manager to lead our growth in the Maltese market. The successful candidate will be responsible for developing new business opportunities, building client relationships, and achieving sales targets in line with Techniconsult's expansion strategy.

This is a key leadership position within the Malta team, offering strong earning potential through a combination of base salary, annual performance bonus, and commission on sales.

Key Responsibilities

- Develop and implement business development strategies to grow Techniconsult's presence in Malta.
- Identify and secure new clients across the engineering, construction, and infrastructure sectors.
- Build strong relationships with clients, partners, and stakeholders.
- Lead proposal preparation, tender submissions, and contract negotiations.
- Collaborate with the local engineering and architectural team to deliver tailored solutions.
- Monitor market trends and competitor activities to support strategic planning.
- Report regularly on sales pipeline, progress, and performance metrics.

Requirements

- Proven experience in business development, preferably within engineering, architecture, or construction industries.
- Strong sales and negotiation skills with a results-driven mindset.
- Excellent communication and presentation abilities.
- Ability to work independently and as part of a multidisciplinary team.
- Bachelor's degree in Business, Engineering, Architecture, or a related field preferred.
- Knowledge of the Maltese or Mediterranean markets will be considered an asset.