

**Release Date: 21/08/2020**

**Role: Business & Corporate Development Manager - M&A & IAQ Internationalisation**

**Main Duties & Responsibilities:**

***Deliver inorganic revenue and profit through the delivery of bolt-on acquisitions aligned to the Crowcon growth drivers.***

You will own the M&A process, building proactive and reactive strategies to fulfil our inorganic revenue & profit targets. Working cross-functionally you will highlight, assess and review potential targets, model business impact outcomes, build proposals and be a key part of the integration team once successful.

***Deliver revenue and profit growth through partnerships and the internationalisation of the Industrial Air Quality products.***

Launch and drive the adoption of the solutions into the market, building and implementing business development plans, developing key insights in relation to the customer, market and competitor trends to ensure correct positioning in the market with clearly articulated & strong value propositions for channel and target segments to drive business growth.

**Skills, qualifications and experience:**

<b>Essential</b>	<b>Desirable</b>
At least 2 years experience working across multiple business functions, holding roles in Asia, Americas and Europe	A good understanding of the Industrial Air Quality or wider safety market
Graduate (minimum 2:1) and post-graduate degree in a technical discipline (e.g. engineering, chemical engineering or physics)	Demonstrable experience working with data led solutions
At least 6 months experience within the Gas Detection industry	Demonstration of CPD
Experience leading corporate development initiatives (specifically acquisition profiling and proposals)	
Demonstrable curiosity and the ability work in both commercial and technical environments	
Experience working for a decentralised international organisation	
High level excel and financial modelling capabilities, focused on business planning and analysis	

**Salary package; Maximum £42k**

**Location of role; Milton Park, Abingdon, Oxfordshire, OX14 4SD, UK**

**Opening and closing dates: 21/08/2020 thru 18th September 2020**

**Contact: [recruitment@crowcon.com](mailto:recruitment@crowcon.com) including cover letter and CV**

