



## North Scotland Region – Inverness or Huntly Offices

## North England Region – Kirkby Lonsdale or Malton Offices

As the largest integrated forestry business in the UK, and a member of binderholz – Europe's leading timber processing operation – BSW Group is a rapidly developing multi-site business, with a turnover in excess of £650m and operations spanning forestry, sawmilling, timber manufacturing and energy.

Tilhill has, over the last 70+ years, planted more than 1 billion trees and, as a private company, has the greatest number of professionally qualified managers. We specialise in woodland creation and management, timber harvesting and buying, and landscaping. We strive at all times to provide an unrivalled service to our clients and customers.

Tilhill is at the forefront of the provision of nature-based solutions that help fight climate change in the most natural way. We are offering you the chance to join us and build an enduring career in sustainable nature-based solutions within our highly successful Business Development Team.

Forestry is at the heart of our business and these roles focus on seeking profitable growth opportunities across our forestry business. These roles are integral to our business development aspirations.

We are seeking applications from dynamic people who are motivated by the following statements:

- You have the drive, enthusiasm, and passion that we are looking for.
- You are excited at the prospect of growing a profitable client list that includes adding new and nurturing existing clients.
- You thrive on exploring new business opportunities and identifying and developing our business strategy whilst accelerating the growth of our forestry operations.

### About you

As an experienced business development professional, with a background in Forestry (or other related sector), you demonstrate strong commercial acumen and have the ability to build and maintain strong working relationships. In addition, you'll have:

- Sound knowledge and proven experience of the UK forestry market inc. associated grants and opportunities.
- Experienced in project management, dealing with key business stakeholders/clients.
- Strong and demonstratable negotiation and influencing skills.
- Rural sales knowledge would be hugely beneficial.
- Degree or Diploma in Business Management, Forestry or other subject related to business or the land-based sector would be advantageous.
- Professional membership of the Institute of Chartered Foresters or another relevant professional body is desirable.

### Benefits

In return, you can look forward to developing a long-term career with one of the industry's leading employers. In addition to the competitive salary and company car, this position also includes excellent benefits such as:

- Company provided health plan and life assurance policy.
- Company sick pay, enhanced with a length of service.
- Company pension.
- 31 days (inclusive of bank holidays) holiday entitlement, enhanced with length of service.
- Funded learning and career development opportunities.
- Discounted rate on a range of BSW products.
- Employee benefits portal with access to exclusive deals and discounts on 100s of high street brands, utilities, eating out and more!
- Confidential 24/7 support with Wellbeing Hub.
- Cycle to Work scheme.

### Interested?

To apply, please visit our website [www.tilhill.com/careers](http://www.tilhill.com/careers) and apply online.

### Closing Date for Applications: 15th January 2023

We encourage you to submit your application at the earliest opportunity as we reserve the right to close this vacancy prior to the published closing date should we receive a sufficient amount of applications.

The Company's Job Applicant Privacy Notice is available at: [www.tilhill.com/about-us/careers](http://www.tilhill.com/about-us/careers)

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*Tilhill is an Equal Opportunities Employer*

BSWGROUP member of binderholz ■



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