

**Job Advert:** Business Development Manager – Corporate Security

**Position:** Business Development Manager – Corporate Security

**Location:** Global

**Company:** Castor Vali Group

## About Castor Vali

Castor Vali is a leading international security and risk management company that provides tailored solutions to clients across various industries. Our comprehensive services include energy and maritime security, geopolitical intelligence, and corporate security solutions. We are committed to delivering exceptional service and safeguarding our client's interests in complex environments.

## Role Overview

We are seeking a dynamic and experienced Business Development Manager to join our Corporate Security team. The successful candidate will play a pivotal role in driving the growth and expansion of our Corporate Security Services, working closely with the Director of Corporate Security Services and other key stakeholders. This role requires a strategic thinker with a strong background in business development, particularly within the security industry.

## Key Responsibilities

### Assist with the Development and Implementation of a Corporate Services Strategy

Work alongside the Director of Corporate Security Services to develop and execute growth strategies that align with the Group's strategic objectives. Contribute to formulating business plans to expand the corporate security service line.

### Drive Corporate Services Sales and Revenue

Support the Corporate Security department in achieving sales targets and revenue growth in line with Group expectations. Actively pursue new business opportunities and manage the sales pipeline to ensure consistent revenue generation. A core focus will be driving our Training and Investigation service lines.

### Identify Business Opportunities and Key Service Line Returns

Collaborate with Group Directors to identify and capitalise on new and existing business opportunities, focusing on high-potential service lines. Analyse market trends and client needs to inform the development of services that drive business growth. Again, with an emphasis on our Training and Investigation offerings.

### Support Departmental Marketing and Brand Awareness

Work with the Chief Commercial Officer (CCO) and Director of Corporate Security Services to enhance the visibility and reputation of our corporate service line. Support marketing strategies that effectively promote Castor Vali's corporate security offerings.

### Ensure Effective Service Delivery

Coordinate with Entity Managers and operational teams to ensure the seamless delivery of services that meet or exceed client and contract expectations. Monitor service quality and implement improvements to enhance client satisfaction.

## **Manage Key Strategic Partners and Relations**

Identify, develop, and maintain relationships with key stakeholders, including clients, partners, and industry influencers. Foster strategic partnerships that support the growth and sustainability of the corporate business line.

## **Achieve Sustainable Recurrent Corporate Revenue Streams**

Identify and target key revenue opportunities within Corporate Security Services that offer long-term sustainability. Assist with strategies to secure recurrent revenue streams that support the company's long-term success.

## **Skills, Qualifications and Experience:**

- A minimum of 5-7 years of business development experience, focusing on corporate security or related services.
- Proven track record of achieving sales targets and driving business growth in a competitive environment. Experience in sales relating to training and investigative projects would be advantageous.
- Bachelor's degree in Business Administration, Security Management, or a related field. A master's degree or relevant certifications are a plus.
- Strong strategic thinking and analytical skills.
- Excellent communication, negotiation, and relationship-building abilities.
- Ability to work independently and as part of a collaborative team.
- Knowledge of the security industry and its market dynamics.
- Highly motivated, results-driven, and proactive.
- Strong organisational skills with the ability to manage multiple priorities.
- High level of integrity and professionalism.

## **Benefits**

Competitive salary with performance-based bonuses.

Comprehensive health benefits.

Opportunities for professional development and career advancement.

Supportive and dynamic work environment.

Flexible work conditions.

## **How to Apply**

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and qualifications to [recruitment@castorvali.com](mailto:recruitment@castorvali.com). Please include "Business Development Manager - Corporate Security Application" in the subject line.