

GEOxyz – Area Director UK & Ireland

In search of an Area Director UK

The Area Director is responsible for driving the development of new business opportunities in the UK, in line with the overall GEO Group strategy. You will develop and implement a growth plan to further strengthen GEOxyz's presence in the UK & Ireland. In addition, you will cooperate with the UK Commercial Team across the various business streams, ensuring the successful delivery of commercial objectives and budgets through regular reporting and performance monitoring.

Your Responsibilities:

- Develop the UK business development strategy, including annual plans and growth initiatives.
- Expand GEOxyz's presence in the UK through new business opportunities, partnerships, capabilities and market development.
- Build and maintain strong relationships with key clients and secure repeat business opportunities.
- Identify, pursue and win new business opportunities and tenders.
- Monitor market developments, emerging technologies and competitor activities.
- Manage key customer accounts and support the resolution of complaints, feedback and non-conformities.
- Ensure commercially sound contracts are in place, with clear scope definitions and effective risk management.
- Support contract negotiations and assist in resolving contractual and commercial matters.
- Guide and support commercial, tender and contract teams throughout the bidding process.
- Coordinate with project delivery teams to ensure proposals are realistic, deliverable and aligned with customer expectations.
- Ensure smooth handover of awarded projects and remain involved to support successful delivery and customer satisfaction.
- Promote compliance with contractual obligations and GEOxyz QHSE standards throughout the project lifecycle.

What do we expect from you?

- Proven ability to drive business growth and identify new market opportunities.
- Strong commercial awareness with the ability to analyse market trends, customer needs and competitor activities.
- Strong relationship-building and stakeholder management skills.
- Experience in contract negotiations and managing commercial risks.
- A strategic mindset with the ability to develop and execute business plans.
- Strong leadership and communication skills, capable of guiding cross-functional teams.
- Customer-focused, with a commitment to delivering long-term value and client satisfaction.

- Understanding of QHSE principles and their application in commercial and project environments.

What do we offer you?

- A challenging job in a fast-growing environment
- A good working climate within a young dynamic team
- A competitive salary
- The chance to actively grow within our organization

<http://www.GEOxyz.eu>