

A Day in the Life of our...

Business Development Manager

Providing consultants and specifiers with the correct technical advice and support, pre and post installation, is a vital part of how our business operates. This month, Tim Southam and Shaun Garrod, detail their day-to-day duties and explain how, with their guidance, customers can reap the benefits of optimum system performance.



Shaun Garrod Tel: 07812 548 014
Business Development Manager - North

“One of my main focuses since I began working with Bosch was to develop existing relationships outside the company, which has already allowed us to be part of some fantastic projects.”

Who do you work closely with?

“The most important part of our role is to establish and maintain excellent working relationships with a host of M&E consultants and contractors, on an independent and national level,” said Shaun.

Tim commented: “In addition to this, we also liaise heavily with project designers at the planning/specification stage to offer technical advice and system best practices.”

What do your day-to-day duties responsibilities include?

Shaun said: “We aim to meet a number of consultants, contractors and project designers. This is either in an introductory capacity to develop future relationships, by informing potential customers of the services and products Bosch has available, or maintaining existing relationships by providing technical advice on current and future projects.”

“We also take the time to present our CIBSE approved Continuing Professional Development training courses, to ensure they are fully aware of the capabilities of our product range, particularly Combined Heat and Power (CHP) modules and District Heating solutions”, said Tim.

Tim concludes: “Shaun and I are responsible for growing the presence of the Bosch brand in these areas by working closely with consultants, project designers and contractors to offer the best technical advice and support possible, pre and post installation.”

Should you wish to discuss how Bosch can provide a solution for any of your projects, and to understand the technical and service support we offer, please contact Tim and Shaun.



Tim Southern Tel: 07790 489 854
Business Development Manager - South

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