

Business Development Manager — United Kingdom

Aberdeen, Scotland | Full-time | September 2026

About Konciv

Konciv is a Norwegian technology company delivering operational management software to the energy services sector. Our platform helps oilfield services companies digitise and streamline asset management, warehousing, rental operations, maintenance workflows, and personnel management — replacing fragmented spreadsheets and legacy systems with a single, integrated solution.

We work with small and mid-sized energy services companies across Norway and are now expanding into the United Kingdom. This is our first UK hire, and an opportunity to build our presence in the North Sea's second home from the ground up.

The Opportunity

We are looking for a Business Development Manager to lead Konciv's commercial entry into the UK market, based in Aberdeen.

This is not a role for someone who waits for inbound leads. You will be responsible for identifying, prospecting, and closing new business with oilfield services companies across the UK — with the full support of Konciv's leadership and technical team in Norway behind you.

The sales process is consultative and relationship-driven, typically running three to twelve months from first contact to close. Your job is to open the right doors, build trusted relationships, and guide prospects through a complex buying decision. You will not be doing this alone — our CEO and senior team engage directly in the sales process and will travel to the UK to support key opportunities.

This is a rare chance to be the first person through the door in a new market, with a clear path to a senior commercial leadership role as Konciv's UK business grows.

What You Will Be Doing

- Building pipeline from scratch through targeted outbound outreach — calls, LinkedIn, events, and referrals
- Identifying and qualifying prospects within the UK oilfield services and offshore sector
- Running discovery conversations and solution presentations, supported by Norway-based technical and product expertise
- Managing full sales cycles from first contact through to contract signature
- Representing Konciv at relevant UK industry events, including Offshore Europe and Subsea Expo
- Reporting on pipeline activity, forecasts, and market intelligence to the Konciv leadership team

What We Are Looking For

We are not recruiting based on years of experience alone. We are looking for the right character.

Essential

KONCIV AS

Registered Office: Risavika Havnering 14, 4056 Tananger, Norway

Corporate Identity Number: 818874812

Email ID: team@konciv.com

Website: <https://www.konciv.com>

- A demonstrable track record of success in B2B sales, with experience of longer, relationship-led sales cycles
- Comfortable with high-volume outbound activity — you are not afraid to pick up the phone
- Resilient and self-motivated; able to sustain focus and energy through long pipelines with uncertain timelines
- Coachable and structured in your approach — willing to learn a new domain and refine your method
- Based in or willing to relocate to Aberdeen

Advantageous — but not required

- Background in selling to the energy, offshore, or industrial services sector
- Familiarity with software, SaaS, or technology solutions
- Existing professional network within the UK oilfield services community

What We Offer

- A competitive base salary with an uncapped commission structure — significant earnings potential for strong performers
- A clearly defined progression path to a senior commercial or regional leadership role
- Full support from Konciv's CEO and leadership team throughout the sales process
- Office base provided in Aberdeen from day one
- The chance to shape Konciv's UK market presence from the ground up, in a company with a proven product and a growing customer base

About the Role

You will be employed by Konciv's UK entity, based in Aberdeen, with regular collaboration with our Norway headquarters. Travel within the UK and occasional trips to Norway are part of the role. Our leadership team will travel to the UK to support you on key accounts and ensure you are never operating without backing.

Konciv is an equal opportunities employer. We welcome applications from candidates of all backgrounds.

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