



Business Development Manager Job Specification

Job Description

To deliver ambitious customer acquisition and revenue growth objectives.

Responsibilities

- Attending meetings set by the BDE team
- Booking and attending self-generated meetings
- Closing new business sales opportunities
- Creating a referral network
- Maintain client relationships
- Technical knowledge of product sufficient to meet objectives
- Timely & successful resolution of client escalations
- Representing the business at conferences, trade fairs and networking events
- Source and arrange Seminars with associates/corporate partners
- Responsible for delivering all documents required for the Pre-Qualification process following client sign-up

Candidate requirements

- Ideally a minimum of 5 years B2B sales experience
- Demonstrable Client relationship management, development & retention skills
- Proven ability to learn, understand & articulate the distinct aspects of a company's services and position them against competitors
- A good understanding of the R&D Tax Credits, Patent Box & Capital Allowances is preferred
- Good knowledge of and day to day operational experience of using Sales CRM systems
- Good general IT skills

Objectives

- £25k revenue per month
- 5 new client engagements per month
- 8 self-generated meetings per month

Company Values

- Collaborate with the team to drive performance
- Communicate clearly, openly and honestly
- Treat colleagues, clients & external stakeholders with respect and courtesy at all times.
- Adhere to policy and procedures

We are an equal opportunities employer. We invite applicants to contact us and identify any additional support needs you may have during our recruitment process.