

Business Development Manager

Primary responsibility

This is a rewarding business development position where you are responsible for delivering ambitious client acquisition and revenue growth objectives. Supported by the business and through generating your own leads, you engage new clients on a contract basis and build long lasting and beneficial introducer relationships to help drive your new client engagements.

Methodology

- Attend meetings set by the internal sales development team
- Book and attend self-generated meetings
- Close new business sales opportunities
- Create a referral network (accountants and business introducers)
- Maintain relationships with your clients
- Acquire technical knowledge of products sufficient to meet your objectives
- Produce timely & successful resolution of client escalations where appropriate
- Represent the business at conferences, trade fairs and networking events
- Source and arrange seminars with associates/corporate partners
- Be responsible for delivering all documents required (mostly obtained from the client) for the pre-qualification process following client sign-up

Ideal BDM Profile

- Someone who ideally has a minimum of 5 years B2B sales experience.
- Able to demonstrate client relationship management, development & retention skills.
- Someone with a proven ability to learn, understand & articulate the distinct aspects of a company's services and position them against competitors
- Someone with a good understanding of the R&D tax credits, Patent Box & Capital allowances tax relief options
- Someone who has a good knowledge of and day to day operational experience of using sales CRM systems
- Someone with good general IT skills

Role objectives

To be successful in this role you will be required to:

- Generate £25k of revenue per month
- Achieving 5 new client engagements per month
- Deliver 8 self-generated meetings per month
- Engage one client per month on one of our IP services

About Us

GovGrant are a thirty something employed team of staff who provide innovation solutions to hundreds of businesses across the UK. We do this with a solid foundation of self-employed individuals who provide a technical and financial resource. We work as a team to get the job done to the highest standard for our clients, delivering a 100% success rate on our core service and driving commercial outcomes on every client engagement. We are free-thinking, and all contribute to our current success. No one person is the reason; the team and our teamwork make it happen. Our communication is clear and honest, and we respect the contribution of all staff and are guided by the company ethos and policies.

Our offer to you

There is a highly competitive salary for the right candidate, based on experience.

OTE above base salary year 1 £15-30k, year 2 £30k+.

We reward the right behaviours from our team, so the commission scheme is uncapped.

GovGrant also have several benefits for staff including:

- Flexible benefits platform with 2% of salary benefit contribution
- Company contribution pension
- Life assurance benefit up to 3 times of basic salary
- Private medical insurance – post probation
- Employee Assistance Program
- 25 days annual leave plus bank holidays
- Expenses policy for travel and sustenance