



Business Development Manager – London

Job Description

Reporting directly to the Development Director, the core focus of the role is to attract new customers, leading to new and repeat delivery of our range of training products and consultancy services to help better improve outcomes of companies working with young employees.

This is a key new business development role to proactively engage sectors and companies to increase the delivery of training products and consultancy services and maximise income return.

This role offers a unique opportunity to join forces with a forward thinking charity and help continue to establish and grow the Social Enterprise arm to generate valuable revenue to support the wider charity's work with young people.

Main duties

- Build and maintain a network of business/corporate relationships through excellent communication and account management techniques
- Proactively engage customers to generate leads for new and repeat training and consultancy opportunities from a geographic/sector pool of target names.
- To meet specified annual targets in generating leads, sales and income
- To work with businesses to understand the outcomes they are trying to achieve, and identify ways our products and services can help them to achieve those outcomes
- To develop new partnerships with relevant external parties that will lead to cross-referrals and lead generation
- To help contribute to ProjectScotland's overall strategy, providing leadership to the wider team where appropriate
- To ensure as relationships are developed, excellent and meticulous record keeping on all interactions is recorded on ProjectScotland's CRM
- Any other reasonable duties asked of you by your line manager

Qualifications and Experience:

Essential:

- A track record of presenting well to audiences, with influence
- The ability to achieve individual and organisational objectives through the use of effective negotiating and influencing techniques
- An ability to build relationships at all levels from new employees to Board Level
- Experience of developing and managing business/corporate relationships

- A track record in implementing and managing a business income pipeline and delivering financial income targets to an agreed plan
- Excellent communication skills both written and verbal
- Ability to work independently and be proactive in your approach
- Passion for and understanding of issues facing young people in the workplace today
- Strong Word, Excel, Power-Point and general administrative skill set

Desirable:

- Understanding of the importance of accurate reporting, monitoring and evaluation of income generating activity
- Experience of using Salesforce or similar database to manage and support ongoing growth of sales pipeline and business development relationships

Other Considerations

- Willingness where required to be flexible about hours and location of work in order to accommodate attending specific events or functions
- The role also requires ad hoc travel, including occasional travel to Scotland