

Business Development Manager

We are looking for a successful and talented Business Development Manager to help us move up to the next level in our industry by substantially increasing our turnover, managing our strategic partners and further developing our range of services and our marketing.

Although we want a manager to help us develop new markets, the core competencies we are looking for are in managing and developing our strategic partners, in social media marketing and in managing a growing team.

The successful candidate must have the following experience & competencies:

- Excellent Microsoft skills, with a focus on Word, Excel, PowerPoint. Some experience with Publisher would be a plus.
- First-hand experience of developing business development documents, sales presenters, marketing materials and social media marketing.
- Ability to lead the business with hands-on experience in developing lead generation and sales strategies.
- Good knowledge of social media marketing and how to use this to maximise leads and sales results.
- A proven and demonstrative track record in consultative selling and excellent negotiating skills.
- Have real-world experience in dealing at a senior level with senior manager's executives and directors.
- Experienced in managing strategic partners, as you must be able to maximise the returns we get from them.
- Proven experience in managing and growing a business development team.
- Experienced in the creation and delivery of training plans for both field sales and consultants so that they can up-sell both our services and those of strategic partners.
- An excellent command of English grammar and punctuation; you will have had direct responsibility for compiling and writing high quality, grammatically correct tender bid documents and marketing materials.

If you are interested please send your CV, a letter telling us why you think you are suitable for the post, and your current salary details to our Finance Director, morrision.cowan@businesscostconsultants.co.uk.