

**Business Development Manager****Permanent Contract****Salary: £48,000 - £54,000 and bonus structure, depending on experience and potential**

YTKO is a leading and multi-award-winning business support provider delivering a significant volume of contracts supporting entrepreneurship, SME growth, access to finance and supply chains in the public sector, as well as normal commercial consultancy direct to clients. We're also on a social mission and have already helped over 22,000 businesses and 30,000 individuals, enabling them to access over £70m finance and expand to create over 10,000 jobs.

Much of our work is co-funded by European Regional Development Funds, and we work with a wide range of public, private and third sector stakeholders and partners. Most public sector bidding is via formal tender in response to published calls, and we are recruiting a Business Development Manager to take the lead on that side in addition to normal contract management functions.

However, there is a large public marketplace outside our current geographic footprint across the south of England, and we also have several new services addressing market gaps and opportunities that will resonate strongly with the private corporate sector as well. This Business Development Manager role will therefore have a national focus and play a critical part in our future success through building sales of our existing service portfolio as well as securing market traction with our exciting new offerings.

Responsibilities

Reporting to the Deputy CEO and working closely alongside him, the SMT and the CEO, you'll be responsible for:

Refining value propositions, identifying and qualifying sales opportunities with our different target audiences, particularly new opportunities in the private sector market

Building and managing long term relationships with strategic partners, customers and intermediaries to facilitate future growth

Providing market feedback and intelligence to further refine, develop and extend our offering to better address needs

Managing and moving qualified opportunities down the sales funnel through to close, ensuring all stages are captured in our CRM system, and monthly reporting to SMT on the funnel.

Closing is likely to involve writing formal tenders or proposals and delivering presentations at C-Suite level.

Working closely with the Marketing Director to develop compelling marketing literature and inform effective activities to reach our target markets

Ensuring a deep and up to date knowledge of our portfolio

Checking sources of tender opportunities daily and create and maintain central knowledge bank

Essential attributes

You will need first class interpersonal, communication and influencing skills, with professionalism, confidence, articulacy and enthusiasm in equal measure. You'll need to be a creative thinker, entrepreneurial with a can-do, collaborative approach, and a warm and friendly manner that opens doors and builds trusting relationships.

You'll have demonstrable analytical, qualification and negotiation skills and expertise, underpinned by a real ability to put yourself in the shoes of the prospective client and understand their business contexts, needs, challenges, risks and goals.

Our ideal candidate will have excellent written and spoken English, particularly for proposal and tender writing, with excellent presentation skills at board/C-suite level, and of course be highly computer literate.

At the same time, you'll need to be highly organized, with great attention to detail, and a meticulous and disciplined approach to developing, tracking and following up opportunities. Experience using HubSpot, Salesforce, Daylite or similar CRM system is essential.

You're likely to be goal-driven and longer-term focused, enjoy working as a core part of team, but completely self-motivated, and well able to overcome setbacks and manage pressure of working in a fast-paced, entrepreneurial and innovative company. You'll enjoy both the hunting, being part of the big picture with your foot firmly on the accelerator, but also the gathering, and nurturing for the long term.

Great bid writing skills are essential, and you'll be at a distinct advantage if you have experience in our core target groups:

Tier 1 construction companies;

National/Global HR consultancies managing major UK redundancy contracts;

National/global corporates whose key market is existing UK businesses, particularly those ambitious to grow, and/or start-ups and sole traders.

Public sector bodies (LEPs, local authorities, combined authorities).

A clean driving licence and the ability and willingness to travel is essential.

If this sounds like you, please download and complete our application form, and send it to us as soon as possible, together with a CV if you would like this to be considered. All applications should be emailed to jobs@ytko.com

The YTKO Group is proud to be an equal opportunity employer and welcomes applications from all candidates fulfilling the job requirements, regardless of race, age, gender, sexual orientation, religion or disability.