

Job Overview: Senior Business Development Manager

Key responsibilities

In this high profile and varied role, you will:

- Work closely with a highly commercial and sales focused Senior Leadership Team, having the ability to drive sales performance, make decisions quickly and have a genuine impact within the business.
- Understand a value/service-based sale and be an expert at supporting your team to sell in the most effective way.
- Progress leads and opportunities yourself – either by meeting potential clients face-to-face or remotely.
- Focus on leading, mentoring and driving your team to achieve outstanding results.
- Have an eye for figures with the ability to analyse KPIs and know exactly what they mean, identifying improvements and how they will impact performance.
- Have the sales experience to instantly gain buy-in from your team and not be afraid to show them how it's done. But you won't be a selfish leader, you will understand having your team perform at their best only makes you look better.
- Work with the team to identify new inside sales opportunities.
- Be impeccably details-oriented; able to think analytically about individual, team, and wider performance; using data to drive your decisions.
- Understand the end-to-end sales cycle and the frustrations and objections your team might come up against.
- Adopt a project management mindset; getting the team from A to B in the quickest and most profitable way

Person Specification

Skills and attributes

You will be able to:

- Demonstrate a track record in new business sales, ideally in a consultative environment.
- Be a strong, motivated and hands-on leader who can drive performance and remains close to the detail of all key sales metrics.

- Be able to handle your own leads and opportunities, closing deals and ensuring the administration of the process is up to date.
- Quickly assess and understand the sales process that is in place, identifying areas of strength and any potential opportunities to enhance sales performance.
- Work with the Senior Leadership Team to review performance and metrics on daily, weekly, monthly basis.
- Manage both quantity and quality of sales, ensuring compliance standards and criteria are met and reported on.
- Demonstrate a track record of managing, driving and motivating a team of internal sales professionals to hit sales targets.