

## Job Title: Business Development Manager x 2

**Location:** United Kingdom, fully remote (except in-person conferences, etc.)

**Sector:** Professional Services, Procurement Consultancy

**Target Market:** Public Sector

**Type:** Permanent – full-time. Part-time for second role.

**Job Summary:** We are seeking dynamic and results-driven Business Development Managers to join our professional services team. The successful candidates will be responsible for identifying new business opportunities, building and maintaining client relationships, and driving sales growth within the public sector.

### Key Responsibilities:

- **Market Research:** Conduct thorough market research to identify potential clients and understand market trends within the public sector.
- **Go to Market Strategies:** Develop and execute go to market strategies to achieve revenue targets and business growth.
- **Lead Generation:** Develop and implement strategies to generate leads and secure new business opportunities.
- **Client Engagement:** Build and maintain strong relationships with key stakeholders in the public sector, including government agencies, local authorities, NHS, and other public entities.
- **Framework Bids:** Identify opportunities and prepare Framework Agreement bids.
- **Proposal Development:** Prepare and present compelling proposals and presentations to prospective clients.
- **Collaboration:** Work closely with and support our consultants to ensure a seamless client experience.
- **Reporting:** Provide regular reports on sales activities, pipeline status, and market feedback to senior management.

### Qualifications:

- **Education:** Bachelor's degree in Business, Marketing, or a related field.
- **Experience:** Minimum of 5 years of experience in business development, sales, or a related role within the professional services sector.
- **Public Sector Knowledge:** Good understanding of the public sector procurement process and experience in selling to government entities.

○ **Skills:**

- Proven track record of achieving sales targets and driving business growth.
- Good telephone manner, and comfortable 'cold calling'.
- Strong communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficiency in CRM software (HubSpot) and Microsoft Office Suite.

**Personal Attributes:**

- **Entrepreneurial:** Comfortable working in a small, start-up environment.
- **Self-starter:** Ability to manage your own time, with minimal input.
- **Results-Oriented:** Driven by achieving targets and delivering results.
- **Adaptable:** Flexible and able to adapt to changing market conditions and client needs.
- **Attention to Detail:** quality matters.

**Benefits:**

- Competitive salary and performance-based bonuses. Mainly commission based.
- 36 hours per week - option of 4, 4.5, or 5-day week.
- Pension.
- 28 days paid holiday.
- Supportive and inclusive work environment.

If you are interested in applying for the roles, please email [recruitment@intelligentbuying.co.uk](mailto:recruitment@intelligentbuying.co.uk) with:

- A letter outlining why you think you are a good fit for the role.
- Your CV.
- Your salary and bonus expectations.

The selection process will comprise three stages.

We are an Equal Opportunities Employer.

**Thank you for your interest in joining Intelligent Buying!**