**Business Development Manager**

**Excellent Salary & Benefits Package**

An exciting opportunity has arisen for the position of a Business Development Manager to assist us with this growth and generate new business for the company with our Neurodiversity department. Travel to client’s premises throughout England is expected as part of this role. We deliver to a wide variety of UK based clients with a multiplicity of physical, mental health, psychological & neurodiverse needs, such as related autistic spectrum conditions (ASC) & client’s employees who have special needs resulting from behavioural, emotional & social difficulties (BESD).

This role will require an efficient & decisive Business Development manager capable of growing this new division of PAM therefore, a track record of business development is an essential part of this role. It would desirable you already have knowledge in this specialist field.

We provide a service to clients who have functional needs related to their disability. We are looking for someone who will take forward the development of our service, focussing on quality of service delivery by the team, recruitment of new clients & supportive of empowering maximisation of clients’ independence skills.

**About the role;**

* Achieve growth & hit sales target
* Design and implement strategy business plan that expands the company’s client base and ensures it strong presence in liaison with the business.
* Present sales revenue & expense reports and realistic forecasts to the Operational Director.
* Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
* Identify emerging market shifts while being fully aware of new products and completion states
* To provide insight on, and action plans to address, competitor activity on a regional/local basis
* To maintain the CRM Database
* Attendance at regular meetings and 1:1 review meetings
* To maintain a current, dynamic and accurate sales pipeline document.
* To have input in to and support in the submission of tender documents
* To co-ordinate the production of case studies
* Establish & maintain an excellent working relationship with the Business Development Director & Bid Team
* Writing Tenders and proposals for new business, referring back to them for editing and final approval
* Carrying out final document review’s
* Collating the input of disparate contributions to create a coherent and well-structured final tender
* Ensuring the timely submission of tenders and other proposals

**About you;**

* Proven strong sales skills ideally gained within the Health, Occupational Health, Wellbeing, Insurance or Corporate sectors
* Proven ability to drive the sales process from plan to close
* Assertive and resilient
* Proven commercial acumen and negotiating skills
* Enthusiastic and persuasive
* Demonstrate ability to communicate, present, influence credibly & effectively at all levels of the organisation
* Experience in writing proposals, reports, tenders, presentations
* Proven track record of winning new business
* Good time management/prioritisation skills and delivers to deadlines
* Ability to work independently and as part of a team
* You must be flexible to travel to clients premises across London and the South East

The Company fully believes in supporting its staff members, and has supported a number of employees through further development courses. PAM also offers an excellent benefits package including:

* Pension Scheme - We pay your auto-enrolment pension at 8% total
* Health Scheme – Opticians, Dental, Physio & more!
* 24/7 Doctor helpline – book a Telephone or Video Appointment with a GP
* Employee Assistance Program – 24/7 telephone counselling helpline
* Life Insurance Scheme – 4 x your annual salary
* 33 Days Leave Including Bank Holidays, pro-rata for part-time hours
* Training and Development opportunities
* Car allowance and mileage

This role would suit someone who is currently working as a Business Development Manager, or perhaps an experienced Business Development Executive who is looking to move in to field sales.