**Business Development Manager – Concept Northern, part of PAM Group**

**Excellent Salary & Benefits Package**

An exciting opportunity has arisen for the position of a Business Development Manager at Concept Northern. The role will be to assist with growth by generating new business opportunities for the company within our Neurodiversity/Training and Assistive Technology department.

Concept Northern has been established for 28+ years, we have an excellent reputation and work across the whole of Scotland. Our clients vary from SME’s to large national organisations.

We support individuals, both in the education and workplace environments, who have a disability or additional support need which causes barriers within their learning/working environment. We do this by assessing their needs and recommending products such as software and hardware along with the relevant training and workplace coaching strategies to support them. We have expert knowledge of assistive technology and where this can be implemented to promote independence and inclusion. As an Access to Work and Disabled Students Allowance supplier we engage with a range of students, employees and employers. We deliver to a wide variety of UK based clients with a multiplicity of physical, mental health, hearing and visual impairments & neurodiversity needs.

We are looking for an individual who will expand our service provision and identify strong leads and build trusted relationships with existing and new clients. We are heavily focussed on the quality of our service provision throughout the company. Concept Northern has a large base of existing clients who we know would benefit from this new supportive division and this will be a base to start this business development role.

We cover the whole of Scotland and there will be a requirement to travel to client’s premises as part of this role, (current delivery is remote due to COVID-19 restrictions).

This role will require an efficient & decisive individual with the experience and ability to expand our service provision. A proven track record of business development at this level is essential and it would be desirable to have experience/knowledge within the field of assistive technology.

**About the role:**

* Achieve growth & hit sales target
* Design and implement a strategic business plan that expands the company’s client base and ensures it has a strong presence within the industry
* Present sales revenue & expense reports and realistic forecasts to the General Manager
* 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 into and support in the submission of tender documents
* To co-ordinate the production of case studies
* Writing Tenders and proposals for new business, referring back to them for editing and final approval
* Carrying out final document reviews
* Collating the input of disparate contributions to create a coherent and well-structured final tender
* Ensuring the timely submission of tenders and other proposals
* Raising awareness within the industry of our service provision options

**About you:**

* Proven strong sales skills ideally gained within the Health Assessments Sector and/or Assistive technology/neurodiversity.
* 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 client’s premises

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
* 32 Days Leave Including Bank Holidays
* Training and Development opportunities
* Company Car and fuel card

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.