**Business Development Manager**

 **– PAM Wellbeing part of PAM GROUP**

**Excellent Salary & Benefits Package**

An exciting opportunity has arisen for the position of a Business Development Manager to assist us with growth and generate new business for the company within our PAM Wellbeing business which delivers proactive and reactive mental health solutions. Travel to client’s premises throughout the UK is expected (not currently due to Covid-19) as part of this role however, you will be mainly home based. Meetings will be held virtually. This role requires a motivated business development manager to build on the success of the business to date and help us expand our client base further.

We deliver to a wide variety of UK based clients (Private and Public sector) offering counselling, CBT, EMDR, training, mediation, trauma support, and EAP services. This role requires an efficient and decisive Business Development manager capable of growing the business which is part of PAM Group therefore, a track record of business development is an essential part of this role. This is really an exciting opportunity for a business development manager who has passion to drive and grow new business.

PAM Group is a leading and well-established Occupational Health and Wellbeing provider. The division of PAM Wellbeing is an established part of PAM Group with huge potential to grow. Therefore, you are joining a dynamic team at an exciting time of expansion

**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 Managing Director of PAM Wellbeing
* 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 Account Director and Sales Executive
* 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 OH / EAP and Mental Health area
* 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
* 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 or Car

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.