

## **Business Development Manager – North East Region**

### **Job description**

The Skills People Group are a national provider of NVQ, Apprenticeships, Programmes for the unemployed and Compliance training. We specialise in both commercial and funded training and are proud to be nationally recognised as one of the UK's largest private training providers. We are currently recruiting for a highly organised Business Development Manager to join our existing team.

This Role is responsible for engaging with construction businesses and driving sales and is predominantly an external role, requiring the successful candidate to travel widely.

We currently have delivery ongoing in the North East area, with travel required within these regions.

### **The successful candidate will undertake the following main Duties and Responsibilities:**

- Establish, build and maintain partnerships with a wide portfolio of existing and potential partners to fulfil the business needs through regular contact and account management.
- Actively seek new business opportunities with existing and potential clients
- Identifying and implementing partnership opportunities within the company
- Achieving Set monthly targets.
- Develop a network of relationships with construction companies.
- Maintain an excellent level of product knowledge and understanding of all funding opportunities.
- Attend networking events and other promotional opportunities, maintaining a professional and credible profile on behalf of the company - these may be outside of normal working hours, so some flexibility is required.
- Maintain accurate records of specified development activity and provide timely and consistent data using the companies CRM systems.

### **The ideal candidate must possess the following Skills, Experience and Qualities:**

- A proven sales background within Construction
- A passion for exceeding sales targets and set KPI's
- Proven time management skills
- Problem Solving Skills
- Relationship Building Skills
- Experience of building bespoke training courses that meet our client's requirements
- Experience in the delivery of construction NVQ's and apprenticeships within construction

### **The ideal candidate must possess the following qualifications:**

- Educated to a minimum of A Level qualification or equivalent

### **In return, Skills People Group will give you:**

- A competitive salary
- Bonus – subject to performance
- 25 days holiday + Bank Holidays plus two days additional annual leave following two years' service
- Holiday buy and sell scheme

- Employer contributory pension scheme
- Health Cash Back Scheme
- Annual Volunteering Day
- Referral programme
- Free parking
- A challenging and rewarding role in a successful and growing business

### **Equality and Diversity**

- It is the responsibility of the post holder to promote equality and diversity throughout the Group.
- The post holder will undertake their duties in full accordance with the Group's policies and procedures relating to equal opportunity and diversity.

### **Health and Safety**

- To promote health, safety, and welfare throughout the Group.
- To undertake their duties and responsibilities in full accordance with the Group's Health and Safety Policy and Procedures.

### **Safeguarding Children and Vulnerable Adults**

- It is the responsibility of the post holder to commit to safeguarding and promoting the welfare of children and vulnerable adults within the organisation.
- The post holder will undertake their duties in full accordance with the Group's policies and procedures relating to safeguarding and promoting the welfare of children and vulnerable adults, e.g. dealing with learner issues i.e. safeguarding and referring on to specialist staff.
- This position is subject to an enhanced criminal records check from the Disclosure & Barring Service (DBS) and will be subject to satisfactory clearance of this check.
- If this position is classed as Regulated Activity, it is subject to an Adult & Child barring check.

### **Review**

- The details contained in this job description, particularly the principal accountabilities, reflect the content of the job at the date the job description was prepared. It should be remembered, however, that over time, the nature of individual jobs will inevitably change; existing duties may be lost, and other duties may be gained without changing the general character of the duties of the level of responsibility entailed. Consequently, the Group will expect to revise this job description from time to time and will consult with the post holder at the appropriate time

### **Job Type:**

- Full-time

### **Pay:**

- £36,000.00 - £40,000.00 per year, depending on experience

### **Schedule:**

- Monday to Friday

Supplemental Pay:

- Performance related bonus

Work Location:

- Remotely within the North East areas
- Occasional visits required to Manchester Skills Academy
- Occasional visits required to Sheffield Office