

Business Development Manager



Thank you for your interest in working at Hope 4U. This job pack should give you everything you need to know about the position and how to apply for this role.

Title:	Business Development Manager
Starting salary:	£40,000 per annum
Hours:	£37.5, Monday to Friday
Contract:	Permanent – Full Time position
Location:	Office – Burton on Trent

Apply: If you would like to be considered, please apply directly on indeed or email your CV and a covering letter to: info@hope4u.co.uk

Please note all applications must include a covering letter. Please refer to the specification to demonstrate how your experience, skills and knowledge meet the requirements of the role. It is important that you demonstrate how you meet each requirement as no assumptions will be made about your achievements and abilities.

Description

We are seeking a dynamic and results-driven Business Development Manager to join our team. In this role, you will be responsible for driving growth and expanding our market presence by identifying new business opportunities and cultivating relationships with potential clients. You will leverage your expertise to develop and implement strategic plans that align with our business objectives, ensuring we remain competitive in the ever-evolving landscape of advice services. The ideal candidate will have a deep understanding of the customer vulnerability sector, excellent communication skills, and a proven track record of success in business development. You will work closely with cross-functional teams to tailor our offerings to meet the unique needs of our clients, ensuring a high level of customer satisfaction. As a Business Development Manager, you will be expected to conduct market research, analyse trends, and provide insights that drive decision-making. Your analytical skills and strategic mindset will be essential as you assess risks and opportunities, guiding the organisation towards sustainable growth.

Responsibilities

- Identify and pursue new business opportunities
- Develop and implement strategic business development plans that align with company goals
- Build and maintain strong relationships with potential and existing clients
- Conduct market research to identify trends and opportunities for growth
- Collaborate with cross-functional teams to tailor services to client needs
- Prepare and present proposals and presentations to prospective clients
- Monitor and report on business development activities and performance metrics

Requirements

- Minimum of 5 years of experience in business development, preferably in the customer vulnerabilities sector working within utilities/financial services
- Demonstrated success in driving revenue growth and achieving sales targets
- Strong knowledge of industry trends, market dynamics, and competitive landscape
- Exceptional communication and interpersonal skills, with the ability to build relationships
- Proficiency in using CRM software and other business development tools
- Analytical mindset with the ability to interpret data and make informed decisions

What can you expect of us?

- A friendly and flexible culture
- A growing organisation
- A drive for continuous improvement

Entitlement to work in the UK

A job offer will be subject to confirmation that you are permitted to work in the UK in accordance with the relevant provisions. You will be asked to provide evidence of your entitlement to work in the UK if you are successful and an offer of employment is made.

Diversity Monitoring

We recognise the positive value of diversity, promotes equality and challenges discrimination. We welcome and encourage job applications from people of all backgrounds. Monitoring recruitment and selection procedures is one way of helping us to ensure that there is no unfair discrimination in the way that we recruit people. To do this, we would like

to know about the diversity profile of people who apply. The information is given in confidence for monitoring purposes only.

Shortlisting outcomes

Some positions may require additional assessments (practical task/test).

Criminal convictions

Anyone who applies, will be asked to disclose details of unspent convictions during the process. Having a criminal record will not necessarily bar you, much will depend on the type of job you have applied for and the circumstances of your offence.

Disclosure and Barring Service (DBS) checks are requested where proportionate and relevant to the post concerned