

Senior Business Development Manager – covering Central and North England

Location: Based in Alfreton Derbyshire, with regular travel and some overnight stays required

Salary: Competitive, DOE & Bonus

Contract: Full time, Permanent

Benefits: 23 days holiday, Auto enrol pension scheme, Life insurance cover, Profit Related Pay, Employee Assistance Programme, use of pool car, Full Training provided

You've probably not heard of Mobility in Motion, however don't let that put you off, we are part of the ABC Mobility Group and operate in a niche market and while you don't know us now, one day as you inevitably get older you may come to rely on one of the products we produce.

We operate in a growth market and are the market leaders our area of expertise.

What do we do?

We provide products that enable people with mobility issues to be more mobile, enabling them to maintain their independence.

Our products are genuinely liberating and transformative for their users, which is why 94% of our customers would recommend us to their friends.

We are seeking an experienced and highly motivated Senior Business Manager to join our team. The primary responsibility of this role is to identify and secure new business opportunities, creating long-term relationships, contributing to the overall growth strategy of the Company.

As our Business Development Manager, you will:

- Work closely with the Head of Business Development in building and executing a clearly defined route to market strategy and segment growth for the business, providing training and events as required
- Lead by example to meet and exceed performance expectations and targets
- Grow and develop assigned existing client relationships, taking ownership of account & quarterly review process with the Head of Business, developing and implement strategic sales plans to meet and exceed revenue targets providing weekly/monthly sales performance reports, forecasts, and market insights
- Market research, staying informed about industry trends, competitor offerings, and emerging opportunities
- Provide as required the necessary support, guidance and direction to the Business Development Team
- Identify and implement continuous improvement opportunities, always sharing best practice within the team
- Provide the Head of Business Development with monthly reports highlighting performance across the Business Development Team, against the strategic objectives
- Ensure service is delivered to all customers, all of the time
- Attend shows and exhibitions, group development meetings and successfully follow up on leads
- Regular travel and some over-night stays are required

In order to be successful in this role you must have:-

- Substantial experience in a similar role
- Demonstrable interpersonal skills and confidence to develop strong working relationships
- Proven ability to manage and analyse large amounts of data, and identify BD opportunities within it
- Excellent interpersonal and communication skills (written, spoken and presentational)
- A mature, consultative approach and be able to confidently guide and advise our customers and partners
- Strategic thinking skills and an entrepreneurial spirit with a passion for inspiring and persuading others
- Confident and effective presentation skills

- Strong leadership skills with a collaborative approach
- Excellent range of IT skills

This is a great opportunity for someone with ambition, enthusiasm, and a genuine desire to succeed whilst working in an extremely rewarding industry within a caring business!

If you feel you have the necessary skills and experience to be successful in this role please forward an up to date copy of your CV for consideration in the first instance.