

## Business Development Manager

### Job Description

- Develop and implement effective sales strategies
- To create and develop long term working relationships with potential clients identified within the organisation's CRM
- To research and develop new opportunities to create a positive pipeline to support the sales strategy and the KPI's contained within.
- Ensure that the organisation's growth targets are met through the right mix of services
- Develop and maintain key professional relationships within the workplace & also in the wider sector
- Prepare and present monthly, quarterly and annual sales forecasts
- Monitor and give reports on industry trends, economic indicators and competitors
- Work with the Board to identify new service opportunities within the sector
- Build an effective team to deliver the sales strategy

### Person Specification

- You will be someone with a proven track record within the marketing and fundraising sector in a sales and development role
- You will have and be able to demonstrate a genuine empathy toward the charitable and not-for-profit sectors
- You will be in complete alignment with Yeomans published values and be able to demonstrate these values in practice
- You will be a highly motivated initiator and self-starter
- You will have strong and adaptable communications skills and be a gifted communicator from shop floor to the board room
- You will be IT literate and have working knowledge of CRM systems
- You will have a solid customer service attitude and approach
- You will be proficient in analysing and reporting on monthly sales activity at board level
- You will have the ability to build and grow your professional network
- You will have great organisational skills and remain agile and flexible in your approach to your role
- You will bring a wholesome and holistic approach to the workplace for the benefit of all
- You will always be working on personal development, seeking to always be better tomorrow than you are today
- You will seek to grow those around you as you grow yourself