

Business Development Manager

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Company: Shared Services

Location: india

Category: other-general

Job Description:Business Development ManagerRemote role with occasional travel to the South Coast £35,000 to £40,000 per annum dependent on experience We are looking for a Business Development Manager to join our sales team where you'll be generating and developing business relationships with a highly effective approach. You'll be working closely with the Southern, Devon and Cornwall regions of the business, maximising both revenue and profitability, working to support agreed sales targets. Are you an ambitious and dynamic individual looking to develop your existing sales skills? Or a Business Development Manager keen to focus on a new type of business? Full training and support will be offered to the right candidate, with many long-term career paths available. As a Business Development Manager you'll be: Presenting Churchill Contract Services to potential clients through direct communication via face-to-face meetings, telephone calls and e-mails. Actively and successfully, managing the complete sales process; lead generation, credentials pitch, asking questions, solution pitch, negotiation, close and handover to the operations team. Devising and delivering tailored presentations to potential clients by using a wide range of presentation techniques. Effectively interacting with all relevant internal departments including customer services, Bid Team, and operations teams. As a Business Development Manager you'll have: Excellent interpersonal communication and people management skills Excellent leadership and motivational skills, with the ability to forward plan, work under pressure and influence at a senior level Experience with financial forecasting, budgeting, and analysis Strong ability to exercise judgement, negotiate and make sound decisions Experience working with a mixture of commercial and education clients previously

would be highly desirable Strong commercial awareness, financial management, and IT literacy

What we offer you The opportunity to be part of one of the fastest growing specialist FM providers in the UK. This means that as our teams continue to grow, so can you. The good stuff We are employee-owned, making you a beneficiary of our future success. Two paid volunteering days annually – from beach cleans to supporting your local community. You choose... More than 250 perks and hundreds of exclusive deals and discounts Lots of training, development & apprenticeship opportunities to grow and progress your career. Our Mosaic committee & Mental Health First Aiders leading the change on all things Wellbeing, Diversity & Inclusion at Churchill All year-round recognition and annual awards programme to thank our shining stars. Our commitment to Diversity, Equity and Inclusion Churchill is an inclusive, equal opportunity employer and seeks to attract, develop and retain the best people from the widest network. We're committed to ensuring that all candidates are treated fairly, and with respect and dignity. Reasonable adjustments Please let us know if there are any adjustments, we can make to support you during our recruitment process. We're happy to help.

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