BUSINESS DEVELOPMENT MANAGER

MAIN PURPOSE OF THE JOB:

As a Business Development Manager at JGP, you’ll work for one of the UK’s   
leading Public Sector Talent Solution Providers, offering amazing benefits, wide-ranging   
experiences, and great career development opportunities.

You will be at the heart of our business in front of our clients to promote our brand, product, and services by proactively contacting our existing and prospective clients. Your objective is to profitably grow our resourcing business, seeking out and maximising opportunities.

MAIN TASKS OF THE JOB:

## Building Relationships

## Securing commercially viable business with new and existing clients, contributing to growth targets

## Consultative and solution selling at a senior level, including HR, procurement, and key resourcing stakeholders

## Developing and maintaining a consistent business pipeline and progressing sales cycles to close, building new relationships, attending meetings/presentations, achieving new business targets

## Key Accountabilities

## Generation of sales opportunities by developing your network of buyers and influencers within the public sector.

## Develop relationships, identifying key requirements and decision makers.

## Present a professional and expert image in all contact and communications

## Consult with clients around resourcing requirements, working internally with experts to understand challenges, designing the most appropriate solution possible to meet our clients’ needs.

## Take the lead role in the production of high quality, professional and innovative client resourcing proposals.

## Ensure consistent awareness of the resourcing marketplace and market trends, looking for opportunities to target specific market sectors, via research of the internet, trade publications

## Represent JGP at industry specific networking events, promoting its brand and services to potential influencers and decision makers in targeted sectors

## SKILLS AND EXPERIENCE

## ESSENTIAL

## Excellent communication skills, both written and verbal

## Experience within a client-facing role within a recruitment services company

## A deep understanding of marketing principles

## Experience of negotiating

## Ability to network & develop strong relationships

The job description is not intended to be an exhaustive list of your responsibilities. We reserve the right to require you to undertake such other tasks or duties, as may be appropriate to your status, experience and capability. We reserve the right to transfer an employee from one job to another and from one department to another, subject to capability, in order to benefit the efficient operation of the business.