

Business Development Manager

Department: **Functional Team**

Reporting Structure: **Managing Director/ Operational Manager**

Salary: **£20.95 / £43,576**

Location: **Oldbury**

Work hours: **9:00 - 17:00**

Summary:

We are seeking an experienced Business Development Manager in the executive office industry. The ideal candidate will have a strong background in strategic planning and business growth. This role includes identifying new business opportunities, building stakeholder relationships, and executing strategies to drive revenue and enhance market presence. You will develop tailored business strategies, collaborate with cross-functional teams, and stay updated on industry trends. If you are results-oriented and passionate about business development, we encourage you to apply.

Responsibilities:

- Pursuing new business opportunities for growth.
- Develop strategic plans to boost market share.
- Build relationships with key stakeholders and clients.
- Conduct market research for trends and competition.
- Lead negotiations to secure contracts.
- Collaborate with teams to align strategies.
- Monitor industry and competitor developments.
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Preferred Skills:

- Strong market and customer understanding.
- Excellent negotiation and communication skills.
- Relationship-building and collaboration abilities.
- Data analysis and strategic planning skills.
- Strong communication and interpersonal skills
- Ability to multitask and prioritize in a fast-paced environment
- Proficiency in recruitment software and tools
- Strong organizational skills.

Qualifications:

- ✓ Bachelor's degree in Business Administration, Marketing, or a related field.
- ✓ Minimum of 3 years of experience in business development or sales roles.

Benefit

- Health insurance benefits.
- Professional development opportunities.
- Retirement savings plan (Pension)!