

Job Title: **Business Development Manager**

Location: **Oldbury**

Company: **Proffer Solution Ltd**

Reports To: **CEO/Executive Project Director**

Date: **04/06/2025**

Position Overview:

The Business Development Manager will play a pivotal role in driving growth and expanding the company's market presence within the staffing and recruiting industry. This position requires a dynamic and results-oriented individual who will be responsible for identifying new business opportunities, building and maintaining relationships with clients, and developing strategic initiatives that align with the company's objectives.

Key Responsibilities

- Identify and pursue new business opportunities in the staffing and recruiting sector.
- Develop and implement strategies to increase market share and drive revenue growth.
- Build and maintain strong relationships with prospective and existing clients.
- Conduct market research to identify trends and potential areas for growth.
- Prepare and present proposals and presentations to clients.
- Collaborate with internal teams to ensure client needs are met effectively.
- Monitor and analyze sales performance metrics to inform strategy adjustments.

Requirements:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Proven experience in business development or sales within the staffing and recruiting industry.
- Strong understanding of staffing solutions and market dynamics.
- Excellent communication, presentation, and negotiation skills.
- Ability to develop and sustain client relationships and networks.
- Proficient in using CRM software and other sales tools.
- Demonstrated ability to achieve and exceed sales targets and goals.

Application Process:

Interested candidates are invited to submit their resumes and a cover letter detailing their qualifications and experience to applications@proffersolutionltd.co.uk. The company is committed to diversity and inclusion and encourages applications from all qualified individuals.

Proffer Solution Ltd is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.