



Vacancy: Business Development Manager for BIDs, Town Centre Managements and Public Sector

Location: Manchester HQ 1-2 days per week, with coverage of UK. High degree of travelling will be required.

Reporting to: Directors

Salary: £42,000 + dependent on experience, plus commission

Hours: 37.5 hrs per week

Holiday entitlement: 23 days

Job Summary

- Business Development and Customer Relationship Management
- Production and presentation of our results and findings to clients
- Responding to the challenges of BID and Town Centre Managers, explaining how our services can be of value in supporting their needs.

To assist in formulating and executing strategies in order to;

Pro-actively generate business growth and lead generation

Introduce and explain the value and relevance of our services to clients

Show clients a real benefit in what we are doing

Expand and develop Storecheckers' services with both existing and new BID / TC / Public Sector clients.

Key Competencies Required;

- Proactively organised, with the ability to prioritise effectively.
- Adaptability to deal with shifting deadlines and considerations.
- Sound business/retail/customer service understanding
- Excellent interpersonal skills to communicate at all levels, both verbally and in writing
- Ability to present findings to clients in a clear, confident and convincing manner
- Thorough understanding of spreadsheets and interpretation of data using Excel and data analysis skills
- Knowledge of Microsoft Office products including word, PowerPoint, Outlook.

With a need to;

Understand and interpret data produced with an independent and creative mindset

Generate and develop insight and analyses to present to clients

Present data to clients in both formal and informal environments

Experience Required

- Relevant experience in the Place Management sector
- Strategic development planning
- Sales and marketing organisation and implementation
- Account management experience an advantage

Motives and Career Goals

- Motivated to join a team and driven by the potential to make a real difference and impact on people's lives
- Desire to participate in driving strategic development and business expansion
- Join, develop and enhance our exciting period of international growth

Email; rena@storecheckers.co.uk

Take a peek; <http://www.storecheckers.co.uk/>

Deadline; 22nd March 2019

Please note this job profile is issued as a guideline to help you understand the duties the jobholder would initially be expected to undertake. It may be changed from time to time to meet new working requirements or respond to organisational change.