

<b>POSITION</b>	Business Development Manager (BDM) X2	<b>REPORTS TO</b>	Sales Manager
<b>PREPARED BY</b>	Paul Mcloughlin	<b>APPROVED BY</b>	
<b>FLSA DESIGNATION</b>		<b>WORKER CATEGORY</b>	
<b>WORK LOCATION</b>	Manchester Office	<b>WORK SCHEDULE</b>	Mon-Fri 9-5pm
<b>EFFECTIVE DATE</b>	1 <sup>st</sup> March 2023	<b>REVISION DATE</b>	
<b>POSITION DETAILS</b>			
<b>POSITION SUMMARY</b>	<p>The Senior BDM will work with the Sales Manager with a new business brief within the Children’s Care and Education sectors across defined postcode areas. We’re looking for an ambitious, tenacious, entrepreneurial, proactive individual, looking for a continued step in sales. We don’t expect applicants to have sector experience, but a proven sales track record is a pre-requisite. Training will be provided to help adapt your skills to this role. Over time we expect that the successful applicant will develop within the company and specialise their skills. This is an exciting opportunity for the right candidate to grow the CPI market share within their postcode area. BDM’s within CPI have regularly exceeded OTE and promotional opportunities for proven candidate are realistic.</p>		
<b>ESSENTIAL RESPONSIBILITIES</b>	<ul style="list-style-type: none"> <li>• Accountable for 2023 personal target within the relevant sector.</li> <li>• Meets assigned targets for profitable sales volume, market share, and other key financial performance objectives.</li> <li>• Comfortable on the phone and able to develop and nurture new customer relationships.</li> <li>• Identify leads / opportunities via phone / social media and personal mailers.</li> <li>• Achieves assigned organisational objectives for Sales.</li> <li>• Ability to manage personal territory / time in a way that enables growth.</li> <li>• Interactions with other depts and input / feedback into programme planning for their postcode areas.</li> </ul>		

	<p><b><u>Competencies:</u></b></p> <ul style="list-style-type: none"> <li>• PC Literate</li> <li>• Commutable to Manchester office daily with occasional customer visits to territory</li> <li>• Team player with the ability to collaborate with others</li> <li>• Able to demonstrate ability to self-generate leads.</li> <li>• Belief that all business opportunities start with knowledge of how to create value for a customer</li> <li>• Excellent verbal and written communication skills including presentation.</li> <li>• Must be a self-starter and meet deadlines consistently.</li> <li>• Ability to read / interpret and feedback consistent customer feedback.</li> </ul>
<p><b>DIRECT REPORTS</b></p>	<p>Sales Manager</p>
<p><b>WORK ENVIRONMENT AND PHYSICAL DEMANDS</b></p>	<p>Sale Office Manchester. Desk based role</p>
<p><b>QUALIFICATIONS</b></p>	
<p><b>MINIMUM EDUCATION REQUIREMENTS</b></p>	<p><b><u>Qualifications/Education and Experience:</u></b></p> <ul style="list-style-type: none"> <li>• Qualified to A- Level or equivalent as a minimum. Proven track record in sales a pre-requisite. Ideal candidate will have H&amp;S Care or an Education sector selling background.</li> </ul>

<p>MINIMUM EXPERIENCE REQUIREMENTS</p>	<p>3 years proven target achieving sales performance. Ideally (but not exclusively) from and education or H&amp;S Care background.</p>
<p>PREFERRED QUALIFICATIONS</p>	<p><b><u>Qualifications/Education and Experience:</u></b></p> <p>Qualified to A- Level or equivalent as a minimum. Proven track record in sales a pre-requisite. Ideal candidate will have H&amp;S Care or an Education sector selling background</p>
<p>REQUIRED CERTIFICATIONS AND/OR LICENSES</p>	<p>Driving license</p>
<p>REQUIRED KNOWLEDGE, SKILLS, AND/OR ABILITIES</p>	<p><b><u>Competencies:</u></b></p> <ul style="list-style-type: none"> <li>• PC Literate</li> <li>• Commutable to Manchester office daily with occasional customer visits to territory</li> <li>• Team player with the ability to collaborate with others</li> <li>• Able to demonstrate ability to self-generate leads.</li> <li>• Belief that all business opportunities start with knowledge of how to create value for a customer</li> <li>• Excellent verbal and written communication skills including presentation.</li> <li>• Must be a self-starter and meet deadlines consistently.</li> <li>• Ability to read / interpret and feedback consistent customer feedback.</li> </ul>