



Job Title:

Business Development
Manager

Team:

Business Development

Job level:

Manager

Reports to:

Head of Business
Development

Location:

Loughton

Department Overview

Day Webster's Business Development Philosophy is to: Deliver the very best solutions to our valued Clients and Internal Stakeholder's needs, whilst encouraging organic growth and profitability for the company utilising Day Webster's vast portfolio of services, to the mutual benefit of all parties.

Job Overview

The Business Development Manager will be responsible for researching and pursuing new business leads for the growth of the business. The Business Development Manager will be expected to work on new business proposals and presentations which are a persuasive representation of Day Webster products and Services.

Duties and Responsibilities

- Work with management to develop and implement business development strategy for a direct territory
- Coordinate with management and clients to identify business development opportunities with existing and new clients
- Work with the team to achieve short-and long-term revenue and profit growth
- Update and maintain customer information database on regular basis
- Participate in meetings to report business prospect and status updates to management and clients
- Write bids, proposals, brochures and various other business informational letters
- Guide, train and motivate sales teams to meet or exceed the sales performance targets
- Travel to customer sites and tradeshow to promote company's products and services
- Attend client conferences and meetings in order to network with new and existing contacts
- Establish strong customer relationships by providing accurate and timely information to customers regarding inquiries such as products, pricing, quotes and issues/concerns
- Conduct market competitive analysis to develop roadmap and sales strategy to secure new business
- Assist marketing team in development of advertising and promotional programs, telemarketing and tradeshow

Employee Responsibilities

At Day Webster all employees are required to follow expectations that are clearly set out in the companies' policies and procedures and company handbook. It is the employee's responsibility to ensure these expectations are always met.



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Day Webster's managers are trained to provide support to employees and to support them throughout their employment life cycle with Day Webster.

The employee's responsibilities are designed to drive success and professionalism within the business. Employees must strive to contribute to the company's core values and support company decisions.

The employee is accountable for all actions carried out by the employee.

Skills & Experience

	<i>Essential</i>	<i>Desirable</i>
<i>Communication and interpersonal skills</i>	✓	
<i>Collaboration skills</i>	✓	
<i>Negotiation and persuasion skills</i>	✓	
<i>Project management skills</i>	✓	
<i>Experience in sales, marketing or related field</i>	✓	
<i>Strong communication and IT fluency</i>	✓	
<i>Ability to manage complex projects and multi-task</i>	✓	
<i>Excellent organisational skills</i>	✓	

Qualifications

	<i>Essential</i>	<i>Desirable</i>
<i>Bachelor's degree in business, marketing or related field</i>	✓	

Company overview

Day Webster is a three-time Fast Track 100 recruitment agency, specialising in the placement of permanent, contract and temporary positions across all levels of seniority within the NHS and private clients. Day Webster prides itself on its high level of service, ensuring we place people first in all aspects of our recruitment process.

At the core of Day Webster is its values:

- Teamwork- working together to provide our clients and candidates with the best service within the market,
- Professional- we pride ourselves on being professional not only with our candidates and clients but with each other. We show respect,



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consideration and honesty to all who work with or for Day Webster, being a brand people know they can trust and rely on.

- Innovation- constantly reviewing and updating our processes to streamline the work we do offering our stakeholders a bespoke and unique experience within the market.
- Passion- people who take pride within their job and constantly strive to ensure that Day Webster is the best within the market and what we do.

The success we have achieved since our formation in 2009 is a result of our innovative and collaborative approach to recruitment, built on the foundation of on placing the needs of our clients, candidates and employees at the forefront of all that we do.