
Business Development Manager

About the role

We're looking for a new member of the team – on a full or part-time basis - to help us in our mission to improve the quality and experience of work. This exciting new role is primarily focused on generating new business and growing our portfolio of clients. But as a key member of our team, you'll also have an important voice in helping us shape the future of our business – contributing to and influencing how we can best help organisations, how we support and educate professionals, and what research we do and share.

What you'll be doing

- Using your extensive knowledge and experience of the industry, you'll develop an effective business development strategy, identify opportunities and win new clients.
- Working collaboratively with the team, you'll take the lead in responding to invitations to tender and the preparation of proposals and presentations to clients.
- With a growing community of advocates and clients, you'll be responsible for nurturing and growing our existing relationships.
- You'll identify potential partners, such as professional bodies, academic institutions and not-for-profit organisations, for opportunities to collaborate or support with our training services.
- You'll also promote and raise awareness of the Centre by attending and following up events, including our own workshops and seminars, as well as third party conferences and seminars.
- You'll keep up-to-date with the latest research, trends and topics influencing the world of work, feeding this information back into the business and contributing to our ongoing marketing communications with blogs, articles and social media updates.

About you

We recognise and value the diversity of skills and expertise that different people bring to an organisation. So whilst we have some important things we're looking for, we don't have a fixed view of where you're working now and who you might be.

- Ideally we're looking for someone with experience in a professional services/consulting environment – you might be a psychologist, a practitioner or have a general business background, but ultimately you appreciate the importance of people issues and the role that science and rigour has to play in making business decisions.
- You have at least 5 years of proven business development experience in blue chip organisations, dealing with multiple senior stakeholders.
- You have a good understanding of the people-related challenges facing businesses today and in the future, such as technology, data and analytics, and the changing nature of work.
- You're a skilled, authentic communicator with excellent verbal and written skills; able to build trust and deliver compelling business cases to senior stakeholders.
- You're able to work independently, but with a collaborative, team-centred style.
- You have entrepreneurial flair and a strong commercial understanding, with a proven track record in identifying and winning business and developing sustainable client relationships.

Location

Where you work is up to you. Most likely you'll combine working from home, time spent with clients and time in London with the team. We'll give you the tools and technology to make you efficient and productive.

Next steps

If you share our ethos and think you're a good fit for the role, we'd really like to have a conversation with you. Express your interest by emailing us at info@futureworkcentre.com and one of the management team will be in touch to arrange a call.