

Role Profile: Business Development Manager



What you will do

- Working with operations colleagues, you will develop and implement regional business development plans, which are informed by, and aligned with organisational strategies and commercial priorities
- Create influential relationships with all external stakeholders, enhancing Mencap's profile in current and new areas of business delivery
- Provide a commercially focused understanding of operational delivery to regional and local managers
- Work with business partners to achieve an effective and cohesive approach to service delivery and development
- Work proactively with the Bid Team in completion of the Due Dilligence process and the mitigation of contract, financial and service delivery business risk
- Work closely with other Business Development Managers to develop an integrated approach to maximise business development and growth across the Directorate
- You will be an expert in understanding the markets we work in, identifying product range and promotional marketing activity

About you

Candidates from all backgrounds welcome! We are looking for people with a passion and drive to improve the lives of people with a learning disability.

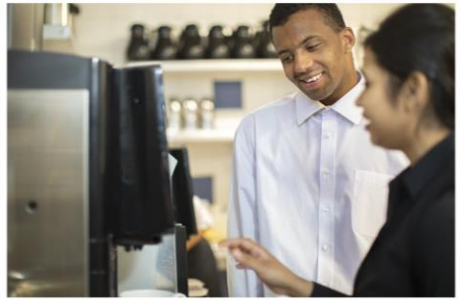
What you will bring

- Strong communication skills
- Excellent presentation skills
- Marketing and sales skills
- Build and maintain relationships/partnerships
- Financial acumen
- Data analysis and management
- Project management skills
- Motivational skills
- Professional credibility
- Effective time management and task management
- Personally organised with an eye for detail
- Ability to undertake and lead on service design

Your experience

- Proven successful track record in managing tenders and business submissions
- Evidence of building successful relationships with staff that support and promote services and products
- Experience of managing a portfolio of service/product types
- Experience of risk management

Role Profile:



More information about the role

- Accountable for securing new business
- Responsible for understanding the market and for undertaking robust analysis of market changes and developments to identify local commissioning priorities and product requirements
- Undertake robust analysis of the market changes and developments to identify local commissioning priorities and product requirements. Draw on local knowledge gained through liaison and regular communication with identified external stakeholder groups, operational teams and the wider organisation, to develop successful regional marketing plans.
- Contribute and updates market information and intelligence to inform wider PS strategy and utilise national data to inform own work
- Develop and maintain excellent working relationships with internal and external stakeholders
- Highlight commercial risks

Join the team and be part of an organisation passionate about making the UK the best place for people with a learning disability to live happy and healthy lives.

What will Mencap give you

Our benefits package offers 32 days of paid holiday (including bank holidays, pro rata), along with a range of perks such as discounts at leading high-street retailers, access to health cash plans, interest-free loans, and many more exciting offerings.

How to apply

Please apply with an up to date CV that demonstrates your skills and experiences relevant for this position.

If you require any further information please contact our Recruitment Team on 01733 246699

Who you can expect to work with

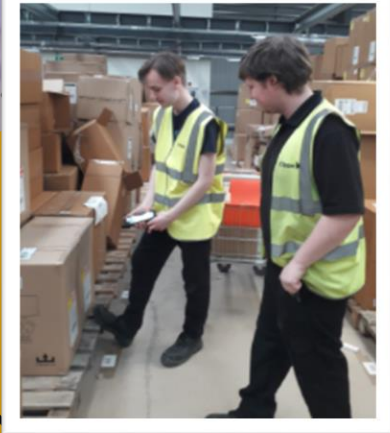
Other
Business
Development
Colleagues

Bid Team
and
Business
Partners

Regional
and Area
Operations
Managers

External
Organisations
e.g. Local
Authority

Senior
Leaders



Mencap's values and how they apply to this role

We are
Passionate
about making
the world a
better place

You will be passionate about how you and your team can improve the lives of the people with a learning disability, reflecting always how you and your team can learn and improve

We are
Inclusive
of everyone

You will be inclusive by making sure that you support all Mencap colleagues and volunteers. Within your team you will work to make sure all voices are heard, and different views listened to

We are
Brave
we challenge
and try new
things

You will be brave by encouraging people to have big ideas about what would make their team the best place to work, and you will test things out and learn from mistakes

We are
Positive
in our work
and with each
other

You will be positive in how you work with your team. You will encourage them to share their own ideas and encourage honest and open conversations about what could be better

We are
Kind
to everyone

You will be kind and considerate in all your interactions, and will call out any behaviour that is not, so that people feel it is a safe place to work