

Role: Business Development Manager

Salary: £30-40,000 dependent on experience + PRP

Application closing date: 30th September

Start date: ASAP. Exact date negotiable

Location: home-based with travel across England and Wales

We are an SME with fast-paced working practices and a team which is based across England and Wales. We provide professional services including strategy consultancy, management consultancy, bid-writing, project management, research and advisory across the education and related sectors. Our clients span the market, from schools and academy trusts to charities, to Local Authorities, to housing developers. Having been established in 2015, we have the energy and outlook of a start-up and a desire to excel in every market in which we operate.

We react quickly to the needs of our clients and the political environment in which they work. We pride ourselves on being trusted partners across multiple projects for our long-standing clients, and on being able to turn around a swift solution for those calling us for the first time.

This opportunity is for a Business Development Manager role (permanent contract). The start date will be agreed between Premier Advisory Group (PAG) and the successful candidate for the earliest available date.

This role will focus on researching and engaging with potential clients who could benefit from working with PAG to address challenges they face. The Business Development Manager will be responsible for delivering a business development plan to meet agreed targets to ensure we can achieve our objectives and continue to thrive as a business. As well as personally building and closing opportunities, you will act as a champion for business development within the team. You will also work with our consultants, including our Digital



Strategy Consultant, to deliver appropriate marketing and business development campaigns across our suite of services.

Character

We use the Table Group's 'Ideal Team Player' methodology in all our recruitment.

You should read more about the methodology here:

<https://www.tablegroup.com/download/the-ideal-team-player-model-and-summary/>

Assessing cultural fit is the central pillar of our interview process. Although your knowledge and skills will be valued, your clear communication, eagerness to develop in your career, and commitment to outstanding performance are the most important things your application will demonstrate.

Knowledge

We are interested in receiving applications from those with a range of knowledge and experience. If your profile does not meet the characteristics laid out below but you feel you would be a great fit, please feel free to contact us for an informal discussion.

The successful candidate will have 2+ years' experience in the workplace in a similar role. Your background may be in any aspect of business generation or sales, preferably within a consultancy/professional services context. You may have worked in a start up or SME, led a team in a larger organisation or have relevant freelance/consultancy experience. Whatever your specific background, you will have demonstrable experience in exceeding targets and working from your own initiative.



Skills

You will be:

- passionate about exceeding expectations and hungry to take ownership over your work
- methodical, measured and relentless in your approach, with rigorous attention to detail
- highly emotionally intelligent, able to accurately read people and situations
- an outstanding communicator across all media, able to inspire confidence and build deep relationships
- eager to continuously learn, with a strong curiosity about people, services and markets.

We are committed to developing all members of our team and would love to build on your specific interests, in education or more broadly. We are looking for candidates who have the drive, passion, and ambition to make the most of this opportunity.

We are interviewing as soon as possible so early applications to this role are strongly encouraged.

Please submit a CV and cover letter for this role to katie.rusic@premieradvisory.co.uk

Your cover letter should include information on your Ideal Team Player profile and how you meet our person specification. CVs which are not accompanied by such a covering letter will not be considered.

