

## **Job Description: Business Development Manager (BDM)**

### **Job Purpose**

Reporting to the Head of Partnerships, the BDM will work alongside the account management team, creating new strategic partnerships, either from separately identified leads or proactive researching of new opportunities to promote Tollring services in each of our markets. The BDM is responsible for identifying, evaluating and onboarding partners that fit the strategic direction of the business and will deliver revenue growth in line with business objectives.

### **Key Responsibilities**

- Create and manage an opportunity or prospect list by researching markets, competition and potential prospects by using appropriate tools and connections to identify new potential partners
- Engage with senior level decision makers to secure mutual growth opportunities, aiming to onboard and start revenue generation against products and services in line with business objectives
- Thoroughly research potential partner opportunities to ensure they fit business objectives and will deliver significant revenue targets as set by the business
- Make contact with, engage and meet with new prospective partners to place Tollring's products and services in their portfolio
- Attend and network at appropriate events to increase connections and engagement
- Manage proactive and reactive communications with prospects through a variety of tools and channels
- Articulate the company strategy, using internal stakeholders where required to demonstrate the value of Tollring and products
- Talk knowledgeably about Tollring's products and services, USPs, value messaging and product benefits, working with colleagues to demonstrate products as required
- Onboard new partners with a structured handover to the account management team
- Identify risks to the business and take necessary steps to communicate or mitigate wherever possible
- Proactively research the market using any relevant tools or mediums to identify and communicate any key market news which could present risk or opportunity to Tollring
- Maintain all prospective partner records and information in relevant systems, such as CRM
- Maintain close internal stakeholder engagement to ensure business priorities and developments are understood, and opportunities shared accordingly
- Accurately forecast for revenues and manage any opportunities or risks

### **Skills and Qualifications**

The successful BDM will have a minimum of 5 years' experience in proactive new business partnerships. The successful candidate will:

- Be proficient in Microsoft packages and CRM tools to manage opportunities
- Enjoy challenges and creating structured and strategic solutions
- Be relentless in their approach to seeking out and pursuing new opportunities
- Enjoy challenges and coming up with structured and strategic solutions
- Ability to learn products to a high level of detail and understanding
- Have problem solving and trouble shooting skills
- Be able to demonstrate organisational skills, able to prioritise and work to deadlines.
- Strong interpersonal skills and communication skills, for internal and external engagement

## Personal Attributes

The Tollring corporate values are: teamwork, energy, integrity and performance. The ideal candidate will be representative of these corporate values:

- A good team player with a 'can-do' positive attitude, who can use initiative
- Being able to demonstrate strategic and focused thinking in developing new business
- Possess excellent attention to detail and take pride in the quality of their performance
- Clear communicator, both written and verbal, with excellent interpersonal skills
- Personable, decisive, adaptable, presentable, and articulate

## Training and Progression

Tollring values its staff, offering career development opportunities all employees:

- Product specific and administration processes training will be provided during the probationary period.
- On successful completion of probation, a further development plan will be produced, discussed and then reviewed on a quarterly basis.
- There will be opportunities for progression as the company grows and as expertise is developed.