

## BDM - Speaker Led Training Solutions

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Company: FIND | Creating Futures

Location: England

Category: other-general

FIND are a specialist staffing business, servicing the Skills & Apprenticeship markets across the UK. Do you have a passion for building relationships with people and like a target to keep you focused? Then we want to chat to you! We're looking for a Business Development Manager to engage with clients & build relationships to build partnerships within Speaker Led Training Solutions. The primary responsibility of this role is to strategically promote skills & learning solutions to employers, fostering long-term relationships organisations across the UK. The ideal candidate will have a proven track record in B2B sales and an understanding of the Skills & Apprenticeship landscape; the successful candidate will have the ability to effectively communicate the value of Commercial Training & Key Note Sessions to diverse audiences/ stakeholders. Key Responsibilities: Develop and implement effective lead generation strategies to identify clients and qualify potential opportunities & partnerships. Build a pipeline of opportunities through proactive outreach and networking. Cultivate and maintain strong relationships with key decision-makers, proactively identifying skills opportunities. Clearly articulate the benefits & value proposition of apprenticeships solutions to clients. Maintain accurate and up-to-date records of sales activities, opportunities and client interactions. Provide regular reports on sales performance and contribute to forecasting efforts to line manager. Requirements: Proven experience in B2B sales, preferably in the education or training sector- Apps or Commercial Training. Results-oriented with a track record of meeting or exceeding sales targets. Ability to work independently and collaboratively in a fast-paced environment. What do you get? Salary up to £40,000 + additional benefits

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