

## Business Development Manager

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Company: BSI

Location: United Kingdom

Category: other-general

Great that you're thinking about a career with BSI!

**BSI Consulting Services is a trusted and agenda-shaping partner providing 'best practice' technical, regulatory, and business expertise and intelligence for our clients' most critical EHS, Supply Chain, and Digital risks and opportunities to achieve greater resilience, impact, and future-readiness.**

**Job Title:**Business Development Manager

**Location :** UK - Remote

### About The Role

Individual will play a key role in the growth and expansion of BSI Supply Chain Solutions and Consulting Services. Responsible for nurturing client relationships to identify new opportunities as well as prospecting for brand new business. BDM should be familiar with a consultative selling approach in order to identify client pain points and needs in order to recommend the appropriate combination of BSI's services. BDM will be trained on how to demonstrate BSI's Connect SCREEN SaaS solution to clients and expected to conduct technical demonstrations and answer questions about the solution. The role will be home based - travel may be required for team meetings, client meetings, and networking opportunities.

### Responsibilities

To achieve sales targets by product to grow existing business and to expand into new

accounts by representing the entire range of BSI products and services.

To promote, position and sell BSI Supply Chain Solutions products and professional services to prospects and customers.

Perform in-depth client / prospect needs analysis resulting in full solutions proposals.

Present and convey technical knowledge related to CTPAT and mutual recognition programs

Actively drive and manage the solution evaluation stage of the sales process.

Create and author technical proposals based on prospect's supply chain security and trade compliance needs.

Assist in the delivery of product solutions to meet the needs of prospects and customers.

Identify all issues of assigned accounts to assure complete satisfaction through all stages of the sales and delivery process.

### **To Be Successful In The Role, You Will Have**

B.A. / B.S. or equivalent job experience

Minimum 5 years' experience in consultative sales

Existing network of supply chain company contacts preferred

BSI offers a competitive total reward package, an independent and varied job in an international environment, flexible working hours, ongoing training and development with the inclusion of 27-days annual leave, paid sick leave, bank holidays, health insurance, life insurance, pension plan with company contribution, car allowance (dependent on role), income protection, paid maternity leave, paid paternity leave, paid parental leave, adoption leave, compassionate leave, paid bereavement leave, learning and development opportunities, and a wide range of flexible benefits that you can tailor to suit your lifestyle.

### **Do you believe the world deserves excellence?**

We are proud to be the business improvement company for other organisations to become more sustainable and resilient and finally to inspire trust in their products, systems, services, and the world we live in.

Headquartered in London, BSI is the world's first national standards organization with

more than 100 years of experience. We are a global partner for 86,000 companies and organizations in over 193 countries, offering development, auditing, certification, and training services, including innovative software solutions and cyber security expertise for all industries: from aerospace and automotive to food, construction, energy, healthcare, IT and trade sectors. Incorporated by Royal Charter, we're truly impartial, and home to the ultimate mark of trust, the Kitemark.

Through our unique combination of consulting, training, assurance and regulatory services we bring solid and broad knowledge to every company.

If you want to contribute to this inspiring challenge, bring your open and enthusiastic mindset to our dynamic team, apply now and become part of the BSI family!

### **D&I Policy**

BSI is committed to ensuring the diversity of our workforce reflects that of our clients and the communities in which we operate. Our goal is to create a sense of belonging for all employees by providing opportunities to develop, grow, and engage with our global organization all while having fun doing great work. BSI is a community where everyone can thrive.

If you require any reasonable accommodations to be made on account of a disability or impairment throughout our recruiting process, please inform your Talent Acquisition Partner.

Our Excellence Behaviours: Client-centric, Agile, Collaborative. These three behaviours represent how we do things at BSI. They help us ensure that BSI is a great place to work and a highly successful business.

BSI is conducting face-to-face interviews where appropriate and possible. If you are invited to a face-to-face interview but feel more comfortable with conducting the interview virtually, please speak to a member of our recruitment team.

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### **Cross References and Citations:**

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