

## Head of Business Development

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Company: Keith Prowse

Location: London Area

Category: management

Job Title: Head of Business Development Job Type: Full-time, Permanent Location: Web Ellis House, Twickenham (4 days, home working 1 day) Salary: £55,000 (OTE of £75,000) We're on the lookout for an exceptional individual to take the helm as our Head of Business Development within the Keith Prowse Senior Leadership Team. In this pivotal role, you'll spearhead the development of strategic initiatives for our Inbound Sales Team, while also crafting robust strategies for our esteemed Key Account Holders (Premier Service) and Facilities Management division. If you're ready to shape the future of our business and drive growth through innovative strategies, apply now and lead the way to unparalleled success with us! You'll be:

- Leading Key Account Strategy: Crafting and presenting strategic initiatives for our Key Account Holders, driving growth and success.
- Managing Key Account Teams: Providing leadership and guidance to Key Account Managers, BD roles, and the Inbound Sales Team Manager.
- Collaborating on Sales Strategy: Working closely with the Head of Sales to establish targets, lead generation strategies, and streamlined processes for the Inbound Sales team.
- Driving Facility Management Strategy: Defining processes to ensure commercial viability and compliance for Compass accounts.
- Enhancing Lead Conversion: Analyzing inbound lead conversion rates and implementing efficiency-enhancing processes.
- Aligning Sales and Marketing: Partnering with Marketing to develop comprehensive sales and marketing plans for effective lead generation.
- Fostering Efficient Partnerships: Collaborating with the Head of Partnerships and ESMs to optimize sales conversion for core KP events.
- Achieving Sales Budget: Taking responsibility for achieving the inbound team's annual hospitality sales

budget. Driving CRM Campaigns: Managing CRM campaign activity at the start of sales cycles to maximize effectiveness. Coordinating Forecasts: Working with KP Heads to manage and align forecasts. Cultivating Sales Culture: Leading and inspiring a performance-oriented sales culture throughout the team. Maintaining Brand Standards: Ensuring client brand standards are upheld within the team. Participating in Sales Reviews: Leading KP's participation in monthly sales review meetings with the leadership team. Communicating Performance: Responsible for communicating team performance across KPD, PS, and FM within the KP business. Recruiting and Training Staff: Overseeing recruitment, training, and onboarding of new team members. Implementing Training Programs: Developing and implementing training programs to enhance team skills and performance. You'll have: Maturity and Confidence: Exuding a sense of assurance and self-assurance. Gravitas: Commanding respect and earning the trust of the team. Sales Performance Management Experience: Proven track record in effectively managing sales performance. Positive Can-Do Attitude: Approaching challenges with optimism and determination. Target-Driven Focus: Highly motivated to achieve and exceed targets. Ability to Engage and Inspire: Capable of captivating and motivating others. Team Unification Skills: Skillful in uniting the team and understanding individual motivations. Accurate Forecasting Ability: Proficient in predicting outcomes with precision. Active Listening Skills: Attentive listening and understanding of team and customer needs. Growth and Success Inspiration: Inspiring growth and fostering success within the team. Sales Planning Experience: Demonstrated capability in crafting detailed sales plans with meticulous attention to detail. Initiative: Taking proactive steps and showing resourcefulness. Positive Working Relationship Establishment: Effective in establishing and nurturing positive working relationships. Outgoing Personality: Naturally outgoing and enjoys social interaction. Effective Communication Skills: Capable of communicating effectively with team members, potential customers, and all levels of the company. Thorough Work Approach: Demonstrating meticulousness and serving as a positive role model for the team. Organizational Skills: Efficiently organizing both personal and team tasks. Proficiency in Microsoft Office, Power BI, Excel, and CRM: Ideally experienced with Microsoft Dynamics and proficient in database management. Excellent Communication Skills: Both verbal and written, with an emphasis on clarity and professionalism. Results Orientation: Driven to achieve targets and deliver on goals within set deadlines. Resilience: Staying calm and composed under pressure. Strong Commercial Awareness: Understanding business dynamics and market trends. Strong IT and Numerical

Skills: Proficient in both IT and numerical analysis. Excellent Presentation and Reporting Skills: Ability to deliver compelling presentations and reports. You'll receive: Learning and development opportunities for growth within the business and wider Compass Group. Free meals twice a week, breakfast items, fresh fruit / tea & coffee. Holiday starts at 23 days (+bank holiday rising to 25 days), birthday off on us, plus holiday buy back scheme to purchase up to an additional 10 days of annual leave. Access to Medicash private medical insurance individual + up to 4 dependents. Aviva Digicare Workplace access for you and spouse - including an annual health check. Internal reward and recognition scheme. Perks at Work platform with 1000's of discounts - up to 50% off cinema tickets and employee only discounts. Corporate gym membership with 30% off monthly price (Virgin Active Twickenham) Flexi working allowing you to manage your own hours, alongside hybrid working. Bring your dog to work policy. Enhanced parental leave policy. Relaxed dress code.

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