

Business Development Manager - Partnerships

Basic starting at £30,000 (DOE) plus commissions and benefits.

Utility Bidder is one of the fastest growing business energy brokers in the UK and is in the fortunate position of expanding which has led to several openings within the business.

We are looking for a Business Development Manager (Partnerships) to maintain and grow our partnership and affiliate channel. We currently have a small partnership channel, which has signified the potential within the market. We are looking for a candidate that has the passion to develop and grow this channel. Working closely with the Marketing department, the BDM (Partnerships) will seek new opportunities and actively promote the services of Utility Bidder. Putting plans into action, we want our partnerships channel to exceed our financial expectations and reinforce brand awareness across multiple channels and sectors.

Business Development Manager –The Role

As a newly developed channel for Utility Bidder, this opportunity would be suitable for an individual that has previous experience in a similar role, looking for their next challenge to progress their career.

- Discover networking and partnership opportunities to effectively promote the services of Utility Bidder.
- Closes new business deals by coordinating requirements; developing and negotiating contracts and integrating contract requirements with business operations.
- You will look to add value to our business by delivering exceptional customer service, offering bespoke packages and plan a successful contact strategy.
- You will be representing Utility Bidder therefore must reflect the personality of the business. Energetic, friendly and professional.
- Retain and maintain a strong relationship with our current partnership base.
- Work closely with the marketing department to support new and existing partnerships. Creating proposals and packages that offer multiple services, bespoke for the target audience.

Business Development Manager –The Candidate

The ideal candidate will have a minimum of 2 years' experience within a similar role. They will understand the importance of meeting clients to build rapport, nurture relationships and cross sell. They will have the ability to attract new associations/ groups along with creating bespoke service packages that encourage additional sales and repeat custom.

- Proven experience in business development, particularly in a B2B environment is essential.
- You will have proven experience in sales planning, presenting to potential clients, meeting sales goals and exceeding company targets.
- Primarily field based, you will coordinate your own schedule reporting back to the board on a weekly basis.
- A team player focused on working collectively with other departments to achieve target and deliver results.
- Experienced in customer-centric selling and how to apply this when working within networks

For more information about this position or to apply, please email recruitment@utilitybidder.co.uk