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Business Development Manager - Jersey

Position details

POSITION TITLE:	Business Development Manager - Jersey
BAND	CI-4
EFFECTIVE DATE:	ASAP
PURPOSE OF ROLE	To develop and maintain a portfolio of corporate customers and build an opportunity pipeline with target customers across Guernsey and Jersey.
LOCATION:	Head Office, Masurier House, St Helier, Jersey
NORMAL HOURS	9am to 5pm Monday to Friday (35 hours a week)
REPORTS TO:	Head of Operations
DIRECT REPORTS:	Nil
KEY INTERNAL RELATIONSHIPS:	Product and Marketing, Finance, Showroom
KEY EXTERNAL RELATIONSHIPS:	Business groups,

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Key result areas

Performance and progress in the following areas will be a priority for the Business Development Manager. The level of achievement within these areas will be the basis for performance measurement.

- To deliver targeted revenue & customer numbers and retention figures.
- Work in conjunction with Marketing to develop and implement multi level sales campaigns to gain new customers.
- Develop a network of influencers.
- Build, develop and maintain relationships with customers and manage/create your own portfolio across Jersey and Guernsey.
- Build an opportunity pipeline with target customers across Jersey and Guernsey.
- Provide accurate business development forecasts to key management ensuring that commercial capabilities keep pace with deliverability.
- Deliver presentations to, and carry out negotiations with customers.
- Continue to develop a high level of market knowledge ad expertise
- Ensure that Tenders to contract are realistic, professionally complied and commercially viable and that due diligence is applied to all aspects of risk assessment and management.

Education & experience

The Business Development Manager will possess the following qualifications and levels of experience:

- Should ideally have proven experience in a similar role, and a successful track record in sales.
- Must have a thorough understanding of telecommunications voice and data products and their relevance to the enterprise markets, or the ability to pick this up at speed.
- A professional manner and a charismatic personality that can relate to people and their individual situations.
- A self starter with a “can do” attitude, a natural driver, comfortable in a “start up” environment.
- Self confident with a high level of interpersonal skills and the ability to build strong and lasting relationships.
- Highly motivated with the ability to influence others at all levels.
- Must be a team player, able to work on own initiative and in collaboration with others.
- A strong commitment to results is essential, as all activity will be focused on winning and retaining business and gaining a positive market share as quickly as possible.

All applicants must possess 5 years continual residency or residential qualifications/licence.