

Bid Writing Services - Job Description

Job title

Business Development Manager

Location

Remote – UK Based

Terms

Full time employment – Monday to Friday

Salary

£30,000.00-£40,000.00 per year

Department

Sales

About BWS

At BWS, we pride ourselves on the relationships that we build with our clients, effectively working as an extension to their business, whilst providing them with visibility and control of the process every step of the way, and it is something we never compromise on.

We're looking for people who are passionate about bid management and have experience working with bids and tenders. In addition, you must be able to work under pressure and to strict deadlines, whilst producing exceptionally high quality outputs, both independently and as a team.

A main focus within our business currently is our consultancy projects whereby we are working with some of the fastest growing companies in the UK, taking them on a journey to success via their Bid Writing. You must possess the ability to manage senior stakeholders, manage projects in a timely fashion and have the personality to work with C-Suite level customers.

As part of the team at BWS, your ideas, knowledge and input are invaluable, and we ensure that each member thrives within our team. With this, you will have the ability to generate excellent client relationships and have strong communication and project management skills.

About the Role

BWS are recruiting for a new Business Development Manager to help take our scale-up business to the next level. The new BDM will join us at an exciting period of growth and investment and will be expected to work closely with the Director to help facilitate further growth.

The role itself isn't your standard BDM role. You won't be expected to travel up and down the UK hunting for new work, 'hard selling' to potential customers. You'll receive warm inbound

leads/meetings each day and your role isn't to 'sell' to these customers, it's to nurture the relationship, understand client requirements and generate proposals that are fit-for-purpose for the client.

However, just because you'll receive warm leads, you'll still be expected to be the most driven in the team, sniffing out new business opportunities and generating new sales for the business to monetise.

Responsibilities

- Identify and develop new business opportunities and partnerships
- Build and maintain strong relationships with clients and key stakeholders
- Collaborate with cross-functional teams to ensure successful execution of sales initiatives
- Prepare and deliver proposals to potential clients
- Negotiate contracts and agreements with clients
- Monitor and report on sales performance metrics

Requirements

- Proven track record of success in business development or sales role
- Excellent communication and interpersonal skills
- Ability to build and maintain relationships with clients and key stakeholders
- Strong analytical and problem-solving skills
- Entrepreneurial mindset with the ability to self motivate
- Results-oriented mindset and hungry to succeed

Benefits

- Bonus scheme
- Performance bonus
- Quarterly bonus
- Company events
- Company pension
- Work from home