London Governance & Compliance Academy

https://lgca.uk/job/careers-business-development-manager/

Business Development Manager

Hiring organization
London Governance & Compliance Academy

Employment Type
Full-time

Industry
Professional Education

Job Location
34 Lime Street, EC3M 7AT, London , UK

Date posted
January 20, 2021

Description

The London Governance & Compliance Academy (LGCA) is seeking an experienced Business Development Manager to be based in its London, UK offices. LGCA is a learning provider specialising in the areas of governance, risk and compliance and a member of The European Institute of Management and Finance Group, one of Europe's leading providers for certified and executive education, eLearning and bespoke learning solutions in the financial sector.

Responsibilities

As a Business Development Manager of LGCA, the successful candidate will be responsible for improving and growing the business, by fostering and developing relationships with current and new customers and other partners, expanding the business through developing its reputation and reach and increasing profitability through strategic planning and positioning in the market.

The appointed professional will be expected to:

- Generate new leads and cold call prospective customers
- Lead sales process, design scripts, improve conversion
- Up-sell and Cross-sell services to existing clients
- Be the first point of call for new enquiries
- Manage a schedule and meetings, including face to face or virtual client meetings
- Identify new business opportunities – including new markets, trends, customers, products and services
- Understand customer's needs and be able to respond effectively to them
- Think strategically – consider the bigger picture to develop and improve the business
- Have a good understanding of LGCA's products or services
- Train customers on how to use the LGCA platform including platform Demo
- Discuss promotional strategy and activities with the marketing department
- Attend seminars, conferences and events, where appropriate

The focus of the Business Development Manager will be sales orientated and the successful candidate will be expected to:

- Help plan and organize sales campaigns
- Create a sales pipeline
- Negotiate pricing with customers and possibly suppliers
- Carry out sales forecasts and analysis and present findings to senior management

Qualifications

- Bachelor's degree from a reputable University in Business Administration, Education, Sales, Finance, or any other related field
- At least 5 years of relevant working experience in a relevant position
- Client relationship management skills
- Excellent problem-solving skills
- Excellent interpersonal skills
- Ability and experience to work under deadline pressure and manage

multiple projects across different lines of business

Job Benefits

- A competitive remuneration package
- Performance related discretionary bonus
- Flexible working may be possible upon agreement with LGCA's management
- Other benefits will be offered to the successful candidate based on qualifications and experience

Contacts
Upload or send your CV to *info@lgca.uk*