

JOB DESCRIPTION

Job Title:	Business Development Manager
Location:	Office: Energy Zone, Newfield Drive, Blackburn, BB2 3UA
Reporting to:	Operations Director
Contract:	Permanent
Hours:	5 days per week: 37.5 hours per/week
Salary:	£27,000 - £30,000p/a plus additional benefits that include 17.9% employer pension contribution, 25 days holiday plus stats, Health & Wellbeing package, Annual team away break

WHO ARE WE:

Would you like to work for a multi award winning company, who are MAD (making a difference,) every DAY? We are a unique not for profit organisation, where two days are not the same. The diverse scope of our business includes supporting entrepreneurs all over the world to bring their business to the UK, supporting businesses across the northwest with business mentoring and coaching whilst having a clear focus on our corporate social responsibility; providing food to families in need, diverting perceived waste from landfill to be used for arts and crafts and supporting voluntary opportunities to reduce isolation and mental health.

JOB SUMMARY

The purpose of this role is to promote the services delivered by CBP whilst supporting with planning, developing, and implementing new and existing revenue streams into the business. You will have particular focus on promoting our business support services, (mentoring and coaching) and our CBP Members programme but with an overall focus on income generation across the company.

ACCOUNTABILITIES

- To increase brand awareness of Community & Business Partners and the services we deliver
- Actively generate leads to sell our incredible services through social media channels, networking etc
- Take responsibility for the commercial business mentoring and coaching services which will involve lead generation, diagnostics with businesses to understand their needs and matching of a suitable mentor
- Develop key strategic relationships with partners, funders and our stakeholders including our network of over 150 business mentors and coaches
- Promotion of our CBP Members programme, a monthly subscription which supports businesses access several benefits and discounts whilst enabling them to make a difference in their local community
- Supporting the team to increase footfall into the building and support, plan and execute events.
- Promote the use of the rooms and training space within the building to bring in more revenue and engage with the wider business and community organisations
- Develop new revenue streams and ideas through a variety of ways; bid opportunities, commercial ideas, CSR funds and grants
- Source, assess and develop suitable external partnerships and opportunities.
- Working towards set targets and company objectives

OUR VALUES: Care, Determination, Innovation, Partnerships, Communication, Trust

