

Business Development Manager

The Renaissance at Kelham Hall

Pay: Up to £40,000 per year

Job Overview:

The Renaissance at Kelham Hall is looking for a dynamic and results driven **Business Development Manager** to join our team.

The successful candidate will be responsible for identifying new business opportunities, building strong client relationships and driving revenue growth across the business. This is an exciting opportunity to play a key role in the continued growth and development of the Renaissance at Kelham Hall within a competitive market.

The ideal candidate will have excellent communication and relationship-building skills, a proactive approach and a strong understanding of sales processes and business development. Experience using CRM systems, such as Salesforce, along with the ability to analyse market trends and identify new opportunities, would be highly beneficial.

Duties:

- Develop and implement effective business development strategies to expand our client base and increase market share.
- Identify potential clients and establish professional relationships through networking, cold calling, and attending industry events.
- Conduct market research to stay informed about industry trends, competitors, and emerging opportunities.
- Prepare compelling proposals and presentations tailored to prospective clients' needs.
- Manage the entire sales cycle from lead generation to closing deals, ensuring targets are met or exceeded.
- Maintain accurate records of interactions and sales activities using CRM software such as Salesforce.
- Collaborate with marketing and product teams to develop promotional campaigns that support business growth initiatives.

- Provide regular reports on sales performance, pipeline status, and strategic insights to senior management.

Qualifications:

- Proven experience in business development or sales roles, preferably within a similar industry sector.
- Proficiency with CRM software, particularly Salesforce, for managing client information and sales pipelines.
- Strong understanding of sales techniques, negotiation skills, and market analysis.
- Excellent communication and interpersonal skills with the ability to build lasting professional relationships.
- Organised with the ability to manage multiple priorities effectively under pressure.
- Self-motivated with a proactive attitude towards achieving targets and driving growth initiatives.
- A recognised qualification in Business Administration, Marketing or related field is desirable but not essential. This position offers an engaging environment where your expertise can directly impact organisational success while providing opportunities for professional development within a supportive team setting.

Job Type: Full time

Benefits:

- Bereavement leave
- Company pension
- On site parking

For more information, or to apply, please send your CV to Louise@renaissance-kelham.com