

<b>Job title</b>	Business Development Manager, North East England and Scotland
<b>Location</b>	Home Based - ideally Newcastle, Sunderland Middlesborough Corridor
<b>Department</b>	Business Development
<b>Reporting to</b>	Business Development Director
<b>Contract terms</b>	40 hours per week, permanent position
<b>Salary</b>	Starting from £35-37K + Commission package
<b>Closing date</b>	30th November at 9am
<b>Apply</b>	<p>Application forms can be downloaded from:  <a href="https://braininhand.co.uk/careers/">https://braininhand.co.uk/careers/</a></p> <p>Applications should be sent to <a href="mailto:Recruitment@braininhand.co.uk">Recruitment@braininhand.co.uk</a> for the attention of Paul Allis Business Development Director</p>
<b>Company Profile</b>	<p>Brain in Hand is a dynamic and rapidly growing technology company with a mission to transform the lives of people with autism, mental health difficulties and neurological conditions using cloud-based software, high quality in-person and remote specialist support.</p> <p>Brain in Hand's professional support system gives people easy access to personalised digital self-management tools and human support. Always available via mobile, it helps with remembering tasks and activities, making decisions when anxious or confused, and coping with unexpected events.</p> <p>Brain in Hand works particularly well for those in challenging environments, transitioning into independent living, starting work, or navigating through higher education. It provides access to personalised strategies and help if needed, to keep the day on track.</p>

<p><b>Job Description</b></p>	<p>To keep pace with demand and capitalise upon opportunities, we're looking to recruit a business development manager to grow our existing customer base, whilst driving the sales cycle from prospect identification to initial customer engagement and ultimately close the sale.</p> <p>You will be supported by a strong implementation team, and good office-based sales and marketing, but will also be required to work autonomously and demonstrate initiative to identify and qualify new business prospects.</p> <p>Our ideal candidate is an experienced professional with experience selling into the Local Authority and/or NHS sector. Goal-oriented, you will have a proven track record of delivering results against targets, form strong customer relationships, be a strong communicator and hold exceptional people skills.</p> <p>The role will be responsible for the North East of England and Scotland region, reporting to the UK Business Development Director. The position will suit a motivated sales professional who is looking to develop their career whilst adding significant value to a growing organisation.</p>
<p><b>Key tasks within the role include (but are not limited to):</b></p>	<ul style="list-style-type: none"> <li>• Liaise with business development director to develop sales plan for north east region</li> <li>• Identify, pursue and convert new sales leads, working with our marketing team</li> <li>• Liaise with existing customers to identify and create opportunities for growth</li> <li>• Develop and submit compelling sales proposals</li> <li>• Conduct commercial negotiations</li> <li>• Gather client feedback, develop customer advocates, who will participate in case studies, video, press work etc</li> <li>• Sales pipeline management, including annual and quarterly forecasting, monthly reporting, CRM management</li> <li>• Support marketing communications and specific campaigns across the region, including developing sales material</li> <li>• Input to our outward facing communications e.g. website, social media, direct mail and thought pieces.</li> <li>• Ensure excellent client service and client experience.</li> <li>• Stay up to date with new product features and implementation approaches.</li> </ul>
<p><b>Person Specification</b></p>	<ul style="list-style-type: none"> <li>• Empathetic and consultative approach to understanding customers' needs and introducing suitable solutions.</li> <li>• Excellent presentation skills both in person and online</li> </ul>

<p><b>Essential Skills</b></p>	<ul style="list-style-type: none"> <li>• A minimum of three years experience in Public Sector sales.</li> <li>• Able to demonstrate an understanding of, and commitment to, excellent customer service.</li> <li>• Strong influencing and negotiating skills.</li> <li>• Good written and verbal communication skills.</li> <li>• An ability to work both independently and as part of a team.</li> <li>• Good organisational skills.</li> <li>• An ability to work under pressure and to deadlines.</li> <li>• Experience with CRM systems.</li> <li>• Proficiency with MS Office Suite, particularly MS Excel.</li> <li>• A passion for improving people's lives</li> </ul>
<p><b>Desirable Skills</b></p>	<ul style="list-style-type: none"> <li>• Experience working in a rapidly expanding small business</li> <li>• An understanding of the potential that assistive technology has to change lives and to increase efficiency</li> <li>• Experience of selling a complex product or service</li> <li>• An understanding of the impact hidden impairments may have on learning, confidence and independence</li> </ul>
<p><b>Additional Information</b></p>	<p>We would welcome applications from those with previous experience within the Health or Social Care Sectors.</p> <p>This position will be field based and as there will be travel involved with the role, you will need your own transport and hold a clean, valid driving licence.</p> <p>The amount of travel in the field will depend on the long term effect of COVID. Virtual communications will remain the primary method for engaging clients in the short and medium term.</p>