

Job Description

Job title:	Business Development Manager
Grade:	P4
Division:	Business Development
Reports to: <i>(job title)</i>	Lead Business Development Manager

JOB PURPOSE

To discover business opportunities which lead to order generation and revenue, whilst developing the brand and reputation of MASS. To explore and understand from the market areas of capability that MASS may need to embrace, enabling sustainment of a market-leading position.

KEY DUTIES AND RESPONSIBILITIES

- Support the creation and annual review of business and marketing plans.
- Own and maintain MASS's Business Winning Campaigns.
- Develop and manage capture plans for opportunities and campaigns, with regular reporting.
- Track and report on ongoing opportunities and campaigns using MASS's opportunity reporting tool.
- Determine and manage exhibitions and conferences, maximizing ROI through targeted campaigns.
- Identify and nurture new business opportunities while supporting regular reporting.
- Collaborate effectively with internal support functions and stakeholders such as the Bid Team on campaign-related bids and Comms for marketing materials and brand awareness initiatives to best support your campaigns.

COMPETENCIES

General Profile:

- Requires specialised depth and/or breadth of knowledge in an area of work
- Leads others to solve complex problems
- Works independently, with guidance in only the most complex situations
- May lead departmental teams or projects as required

Job Functional Knowledge:

DISCLAIMER: This is not necessarily an exhaustive list of all responsibilities, duties, skills, efforts, requirements or working conditions associated with the job. While this is intended to be an accurate reflection of the current job, management reserves the right to revise the job or to require that other or different tasks be performed as assigned.

- Requires specialised depth and/or breadth of expertise within own knowledge area or field

Business Expertise:

- Interprets MASS's internal/external business challenges and recommends best practices to improve products, processes and services

Leadership:

- May lead departmental teams or projects with moderate resource requirements, risk and/or complexity

Problem Solving:

- Leads others to solve complex problems; uses sophisticated thought to exercise judgement and identify innovative solutions

Impact:

- Impacts the achievement of operational, project and service objectives; work is guided by divisional policies

Interpersonal Skills:

- Communicates difficult concepts and negotiates with others to adopt a different point of view

QUALIFICATIONS / EXPERIENCE

Essential:

- Knowledge and understanding of Business Development best practice
- Experience of Business Development within Government and Defence markets
- Experience with either senior Gov/Mil stakeholders.
- Experience with closing six and seven figure deals.

Desirable:

- Experience and knowledge of the Government and Defence IT Landscape and appreciation of frameworks and procurement cycles, to support the procurement of these services
- Proven track record in Cybersecurity, Managed Services and complex tech sales.

Declaration

"I have received, reviewed and fully understand the above job description. I further understand that I am responsible for the satisfactory execution of the essential functions described therein, under any and all conditions as described":

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Name:	
Signature:	
Date:	

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