

Business Development Manager

Salary: £48,000.00 - £53,000.00 per annum depending on experience

Full time - 35 hours per week

Hybrid Working – Home Based/Princes Risborough

We're Association for Project Management (APM). We're a professional membership organisation that sets the standards for the project profession. As a registered charity, we reinvest our surplus for the benefit of our members and the profession. We deliver education and develop qualifications. We conduct research and provide knowledge and resources. We run events and share best practice. We give people the opportunity to connect and provide community for our individual members and corporate partners, wherever they are. Above all, when doing so makes a difference, we challenge the status quo.

Job Role Overview

This is an exciting time to join APM. The project profession is huge – In 2024 we estimated that 25 million additional project professionals will be needed globally by 2030. Effective project delivery across the public, private and third sectors is more essential now than ever before in solving some of the most challenging problems facing society.

APM is undergoing significant change internally as it modernises its internal processes and technology. Externally, there are big opportunities for growth, and we are looking to reach new sectors as well as grow our presence internationally. Our membership is growing, and this year have broken the 45,000 mark for individual members for the first time.

APM gained its Charter in 2017 and following a review of the standard last year we are looking to make ChPP (Chartered Project Professional) the global standard. It's already gaining traction within government departments, and we are seeing significant buy-in from a large number of our corporate partners.

We are now looking for 2 x Business Development Managers to join our growing team who will focus on driving new business with a particular focus on B2B and recruitment of new Corporate Partners. One with a focus on building relationships in our target sectors, and one to develop corporate partnerships with SMEs.

These roles require a strong sales and business development background, and the individuals must be confident in communicating with a broad range of internal and external stakeholders to an exceptionally high standard.

Whether you are looking for the next step in your career or someone with a number of years' experience under your belt the opportunities to develop professionally in this role are great. Not only will you contribute internally to the change projects you will be able to use your initiative and make suggestions and recommendations on how we will reach our challenging growth targets.

Qualifications

- Degree or equivalent in business or related subject
- Sales training or similar sales qualifications

Experience and knowledge

- Demonstratable new business B2B sales management experience
- Experience in sales pipeline management, forecasting and revenue tracking against
- Budget holder experience

Skills

- Strategic thinker, able to use industry insights and knowledge to plan strategic sales approach
- Ability to problem-Solve and devise workable solutions
- Strong negotiation and closing Skills
- Highly IT literate: digital/office applications/social and professional networking

- High quality presentation skills
- Highly effective communicator – both verbally and in writing
- High degree of flexibility and adaptability to suit business needs

Why APM?

We're Association for Project Management (APM). We're united in our aim to help project professionals around the world deliver better projects, setting the highest standards for the industry. Ask our people what's great about working here and the views are unanimous. You'll be joining a community that's friendly and caring. We believe that good communication creates a culture that's open and fair. We ensure everyone at APM, regardless of their role, has a voice and knows they'll be listened to and treated with respect. We see everyone as individuals and champion diversity and inclusion, both within APM and across the wider project profession. You'll work in a collaborative environment that's thoughtful, considerate and positive. You'll be supported by your team and across departments so, together, we meet the high standards we set ourselves.

If you are interested in this opportunity and feel you have the necessary attributes, skills and expertise for the role, please send your CV and covering letter to e-mail: recruitment@apm.org.uk

We reserve the right to close the vacancy once we have received sufficient applications, so please be advised to submit your application as early as possible

At APM we are open to talking about flexible working arrangements and reasonable adjustments please reach out to discuss further.

Main benefits at APM:

- 25 days holiday (excluding all public holidays). This increases after four years' service.
- Private healthcare and dental cover is available after completion of six-month probationary period. APM pays the premium for the employee. This becomes a 'benefit in kind'.
- Pension scheme offered in line with auto enrolment with up to 8% contribution from APM.
- Company sick pay scheme.
- Life assurance at four times the salary.
- Salary sacrifice schemes – pension, cycle to work scheme, additional annual leave (up to 10 days).
- Free parking on site.
- Employee Assistance Programme.
- Performance Related Pay (PRP) scheme. The discretionary bonus will take account of individual performance as well as APM's overall financial performance.
- One paid volunteering day per year.
- Hybrid/flexible working options are available dependent on job role. However, there is a requirement to come into the office 4 days per month.

