



Business Development Manager

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Newbury (Remote)

About us

At Amberjack we've long been setting the standards in future talent and intake-based volume recruitment. Our advanced systems and intelligent solutions are designed to deliver the ultimate recruitment experience. From intelligent attraction to recruitment process outsourcing and bespoke assessment and selection tools, we work as an extension to our client's teams. We are the quality behind the quantity. We do what's right for our clients and their candidates. We don't know any other way.

With recent PE investment from LDC (Private Equity arm of Lloyds Banking Group), the business is setting ambitious growth expectations, as we continue to work with our existing prestigious customer base, whilst look to expand our services into exciting new ones.

The role

Reporting to the Sales Director, this key commercial role will focus on taking the full suite of Amberjack's innovative products and services into new logo customers, helping explore and tailor customer centric solutions and ultimately secure new business revenue streams as part of our growth strategy.

Main responsibilities

- To secure brand new business across Amberjack's target clients.
- To apply innovative Candidate Attraction, Assessment & Development, and Resourcing and Technical solutions.

- To be a key member of our commercial sales team, driving a targeted and strategic approach to maximise revenues.
- Take ownership of your respective business segment, with full business planning and accurate forecasting and delivery of revenues to sales targets.
- To achieve success by combining intelligent insights, innovative technology, and a passion for giving customers and candidates the best experience. To develop and drive our business and make sure we keep on attracting and winning new business with market leading forward thinking brand names.
- To promote the Amberjack brand, products, services and solutions to prospective clients, whether over the phone, face-to-face, by social media, networking or in other ways.
- To both create and follow-up marketing leads and any other leads generated by business activities in a timely and effective manner.
- To build long-term client relationships with the aim of ensuring revenue is maximised over time.
- To keep up to date with market news and changes to enable us to respond to market and industry trends quickly.
- Working seamlessly with the Marketing Team and your colleagues in Client Solutions, continually striving to come up with new and interesting ways to reach the market and increase awareness of the Amberjack brand and services.
- To own the commercial conversation, and actively facilitate our teams in delivering proposals, tenders, pitches and pricing negotiations.
- To travel and attend client premises as required.

Who we're looking for

- A sales professional experienced in prospecting, fact-finding, qualifying leads and converting interest into new business opportunities.
- A strong track record of consultative, solutions selling and delivering business development growth in one or more of the following:
 - RPO or HR Consultancy
 - Assessment & Development
 - SaaS Technology sales (Recruitment / ATS)
- Highly motivated and proactive team player with a proven track record of identifying new client opportunities, winning new business and converting to revenue
- Sales CRM expertise (Hubspot) with the capability to effectively use CRM and technology solutions to help support and generate new business.

Competencies:

- Exceptional communicator with great listening skills
- Actively builds trusting relationships with and has a talent for managing stakeholders
- Strong intellect with a high level of curiosity and integrity
- Comfortable with and credible when working at a senior level with clients
- Speaks confidently about our products and services
- Always thinks commercially when interacting with clients

- Reaches collective outcomes by managing stakeholders
- Grasps new concepts quickly and applies these immediately

Why work for us

We work with some of the biggest brands in the world, from Unilever, Virgin and Mars to Network Rail, Morrison's and the Big 4 Accounting professional services firms – helping them hire the very best! We offer a competitive salary, sales incentive and benefits package, a collaborative open and friendly working environment, and great opportunities for personal and professional development.

How to apply

Please apply with your CV and a supporting statement outlining your suitability for this role to joinus@weareamberjack.com.

If you have any questions about this role or need to access information in an alternative format, then please contact the team on 01635 584130 or joinus@weareamberjack.com