

POSITION DESCRIPTION

Business Development Manager – Grade 7-9



SUMMARY

We are looking for candidates who have a passion for improvement and enjoy working with individuals and organisations to deliver a positive and sustainable impact.

As part of our 5 year business growth plans, we are looking for a senior self-motivated Business Development professional to work with our European leadership team to generate leads, proposals and grow existing client interventions.

The ideal applicant will have demonstrable experience of selling and delivering impactful transformation and business improvement programmes, ideally across large multi-site businesses located within Europe. Understanding on how to build sustainable interventions based on continuous improvement methodologies such as Lean, Six Sigma or TPM to support the delivery of sustainable Operational/Enterprise Excellence is essential.

Although primarily a business development role, the ideal candidate will be someone with confidence to deliver initial scoping, road mapping and learning interventions as part of the sales, mobilisation and account management process.

We are looking for someone who will become a valued member of our European Business Development team and who will play a senior leadership role in the future growth of the business.

KEY RESPONSIBILITIES

- ▶ Leading role in the delivery of the European Business Development strategy for 23-2027
- ▶ Working with our lead generation, business development and delivery teams to identify, develop and grow sales opportunities for the business
- ▶ Designing consulting and training interventions that deliver exceptional value to our clients through Enterprise Excellence
- ▶ Delivering organisational assessments, road mapping and intervention design workshops as a critical part of our sales process
- ▶ Responding to complex client requests for proposals and formal tenders
- ▶ Contracting and commercial management prior to delivery
- ▶ Effective management of individual sales pipeline and management of the global business development sales processes and systems
- ▶ Supporting our delivery teams through commercial account management and sell-on across our high potential and key accounts in Europe

SKILLS AND ATTRIBUTES

- ▶ Experience selling transformation, business change, operational excellence and continuous improvement in small to large multi-site organisations
- ▶ Comfortable leading sales pitches virtually and onsite a client
- ▶ Builds trusting, supportive relationships with clients and colleagues and can engage with clients at both front line and leadership level of organisations
- ▶ Has an understanding and knowledge of how 'ideal behaviours' contribute to transformation
- ▶ Excellent communication, facilitation, and presentation skills both virtually and in person
- ▶ Works well as an individual or as part of a collaborate business development and delivery team
- ▶ Experience in developing new markets or taking new offers to market is highly advantageous.

KEY REQUIREMENTS

- ▶ A minimum of 5 years experience of designing and selling transformation / Lean / Operational Excellence interventions
- ▶ Demonstrable experience of selling large multi workstream consulting/training engagements
- ▶ A Degree or Equivalent
- ▶ Freedom to travel globally and a full driving license
- ▶ Ability to work from home

POSITION DESCRIPTION

Business Development Manager – Grade 7-9



SALARY & BENEFITS

We have a great team environment and have recently been awarded the Investors in People Gold Award recognizing the attention we give in our business to developing talented people and creating a supportive, inclusive culture. This role also includes:

- ▶ Competitive salary commensurate with experience
- ▶ Healthcare & Dental Insurance
- ▶ Above average holiday allowance
- ▶ Flexible working

ABOUT S A PARTNERS

Over the last 25 years we have supported organisations globally to deliver sustainable organizational transformation programmes. We help our clients develop their internal capability and business systems, ensuring they achieve long term success. We have a passion for improvement, and we want individuals and organisations to make a positive impact and succeed. With five *Shingo Award* winning publications we are also recognized as thought-leaders in Leadership, Continuous Improvement and Operational Excellence.

Through the S A PARTNERS Academy we provide accredited training in Leadership, Continuous Improvement, TPM and Enterprise Excellence. Our consulting team support organisations at a strategic and operational level with the development of management systems; strategy; operational excellence; supply chain management, TPM and customer journey mapping. We deliver programmes for our clients both inhouse and virtually and support them create a culture of continuous improvement that drives sustainable change.

Our Business Principles (6C's)

Colleagues	Customers	Capacity	Competence	Company	Care
We will respect and support each other, keep our promises, learn by sharing our skills and experiences, to ensure together we are a stronger business	We will build excellent relationships and deliver excellent value for our customers to ensure long term mutual success.	We will deliver won business on time and in full creating benefit for our customers and profit for our Company	We will lead the way in thought leadership by developing our own offers, IP and skills enabling us to satisfy the current and future needs of our customers	We will all strive for excellence – growing profits and efficiency while protecting and cherishing our company	We will continually look for opportunities to reduce our carbon footprint and develop approaches that enable us to support our communities we work in.

We have offices in the UK, Ireland, USA and Australia. Our business is owned by the partners who work in it day to day, aspirant future partners who want to own and cherish the business for the long term are always welcome.

FOR MORE INFORMATION:

Visit our website: www.sapartners.com

Follow us on LinkedIn: <https://www.linkedin.com/company/s-a-partners>

Follow us on Twitter: @S_A_PARTNERS

TO APPLY FOR THIS POSITION

To apply for this position either:

- ▶ Register online at www.sapartners.com/careers
- ▶ Email your CV to rachel.doyle@sapartners.com.

Please contact our team if you would like to discuss this role in any way.