

#### Current Vacancy

# Business Development Manager

#### Job location

London, South East of England

#### Salary

Competitive package inc. bonus and car allowance

#### Job type

Permanent

## About Liaison

Liaison saves the public sector real money in the key areas of finance and workforce effectiveness. We're passionate about what we do because we help lots of organisations to improve the way they spend their money – notably the NHS. Founded 30 years ago, we've come a long way since then. Today the company boasts a workforce of more than 250 people with a headquarters located in the historic city of Worcester, an IT team in Derby, along with many remote workers across the length and breadth of the UK.

## The team

You will be part of a team who cover the UK, from Scotland to the furthest tip of England. It is built up of highly capable, confident individuals who are Liaison product and service experts. Although each person manages their own geographical area, the team liaise and meet regularly to share ideas and best practice. The Director, your line manager, has worked for the organisation for a number of years, helping us to grow and evolve alongside the NHS. He is highly approachable and knowledgeable, which will enable you to fully understand all relevant products and services, and ultimately succeed.

Your remit will span across the South East of England. You therefore must be comfortable driving regularly to visit clients.

## Main responsibilities

You will be responsible for solution-based selling, generating new business for the Workforce Management side of our organisation. Ultimately our services offer a comprehensive, long-term journey for the NHS, where our IT based products are embedded and used as a tool for change. You will work collaboratively with our Senior Account Management team to maximise all current clients, identifying key opportunities within our areas of the NHS. You will then qualify and convert new prospect clients.

If successful within the position you will be attending meetings with stakeholders on site, attending exhibitions, and presenting at industry events.

Stakeholders will consist of Executive level of staff, down to middle management. It is therefore required for you to represent Liaison at a high level, providing an inclusive, knowledgeable and effective solution to large sections of the NHS.

## Experience/qualifications needed

We are looking for demonstrable experience within new business development in high value sales, with evidence of sales figures on your application

You must hold solution-based selling experience, ideally within Workforce Management (other business areas considered, particularly with experience selling into the NHS), to enable you to quickly and fully understand what Liaison provides and be able to generate your own business. The workforce business is complex, with a multitude of offerings, you must therefore be able to work collaboratively with prospect clients to identify which solutions are appropriate.

It is therefore desirable that you have experience selling to the NHS, particularly within Workforce Management. However, solely NHS/Public sector experience OR Workforce Management may be considered.

We are looking for an excellent communicator, who is enthusiastic and self-motivated. You will need to be influential, with the ability to manage conversations with some of the most senior staff within the NHS and other organisations.

### Benefits of working for Liaison

Bonus for this position - competitive (paid monthly) and £3K car allowance

Liaison believes that working life should be a happy and healthy one.

We offer all staff a wide variety of company benefits as well as the opportunity to get involved in a range of company organised events; from regular physical challenges all the way to bi-annual staff away days and social events - plus others too.

Our wide range of staff benefits aim to have an impact on both home and working life for all staff, while at Liaison.

We offer:

- 23 days holiday initially, which increases yearly upto 28 days
- Private Healthcare for you and friends and family
- Childcare vouchers
- Company days/social events
- Pension
- Life Assurance 4 x salary

If interested in working for Liaison please apply today.

If you would like to be part of Liaison, please send your CV and a covering letter to

**[jobs@liaisonfs.com](mailto:jobs@liaisonfs.com)**

where your application will be reviewed within 7 days