CAREER OF THE MONTH

BUSINESS DEVELOPMENT MANAGER

Building partnerships, driving growth



"Converting relationships with people into professional opportunity to drive growth"

£28,000
STARTING SALARY

£70,000
EXPERIENCED SALARY

35-40
HOURS PER WEEK

"Build on existing long-term professional relationships and reach out to new prospective future clients to generate new business."

Successful Business Development Consultants build rapport quickly

WHAT DOES A BUSINESS DEVELOPMENT CONSULTANT DO?

As a Business Development Manager, you would build relationships with customers, suppliers and partners. You would help businesses grow and improve by driving sales and generating a new sales pipeline.

A DAY IN THE LIFE

- **Market Research** Identify potential new customers
- **Cold Call** Form new business relationships
- **Understand organisations needs** Plan proposals and pricing
- **Present, Pitch and Sell** To both new and existing customers
- **Negotiate deals and contracts**
- **Build long-term professional relationships**
- **Track sales targets and results**

HOW DO YOU GET THERE?

- You can get started in this career with a degree, ideally in a related field such as Business, Marketing, or Economics. You'll usually need 2 or 3 A levels (or equivalent) for a degree.
- Alternatively, you could explore a business sales professional degree apprenticeship. You'll usually need 4 or 5 GCSEs at grades 9 to 4 and three A levels, for a higher or degree apprenticeship
- You can also access entry level sales/business development roles directly from A-levels, T Levels or a business-related college course such as a Level 3 Award in Business Development Skills, and then progress with experience.

IS THIS CAREER FOR YOU?

You might enjoy being a Business Development Manager if you:

- Have strong Communication skills
- Are confident presenting to others
- Are a good negotiator
- Build Relationships quickly
- Are a strategic thinkier

"A career for people who love people"

WHERE COULD IT TAKE YOU?

With experience, you could progress to:

- → Senior development manager
- → Business development executive
- → Commercial Director, or Head of Growth
- → In a large multi national company this can include global responsibility and ownership of strategic direction.

A Business Development Manager can build a career with global opportunities

CAREER CHALLENGE

Could YOU be a Business Development Manager?
Could you use your presentation and negotiation skills to influence a group decision?



Big opportunities await

DGGS CAREERS