



Job Description

Job vacancy:	Business Development Executive
Reporting to:	Head of Business Development
Location:	Bristol & Bath Science Park
Annual Salary:	Subject to applicant experience
Package:	25 days annual leave 4 x salary life assurance Group Personal Pension Scheme



Overview:

The Centre for Modelling and Simulation (CFMS) has an exciting opportunity for a Business Development Executive with a proven track record within a technology-based business environment. CFMS is an independent digital engineering consultancy providing technical expertise to help organisations create better solutions by pioneering new approaches to product development. We seek an enthusiastic and self-motivated individual to join our team.

About the role:

The **Business Development Executive** will be responsible for working alongside the Head of Business Development (HBD) focussing on the identification, qualification and delivery of new business revenue targets.

They will need to have a broad understanding of simulation-based design processes and associated enabling digital technologies and selling consultancy.

Key Responsibilities:

- Work alongside HDM to deliver accurate forecasts and to deliver new business revenue targets.
- Knowledge of industrial engineering requirements to enable proactive identification of new business opportunities.
- Ability to understand and qualify customer's requirements and deliver proposals for technical engineering services or solutions.
- Work with Technical Team to understand, maintain and build on current relationships of key stakeholders, regularly liaising to identify new business opportunities.
- Work with Marketing to implement Business Strategy through case studies, events and social media content.

Key Relationships:

- Technical Team
- Business Development Manager
- Marketing
- Project Manager

Decision Making:

- Prioritisation of tasks for timely and accurate delivery



Problem Solving:

- Amends priorities to ensure delivery to timelines when circumstances warrant it
- Resolve feedback from stakeholders to manage expectations
- Escalation of issues to ensure dealt with promptly and costs re-evaluated

Experience:

- Experience/knowledge of selling consultancy or services
- Strong account management and relationship building skills
- Experience of dealing with all levels of stakeholders
- Evidence of achievement within a commercial environment
- Demonstration of an attitude to learn

Skills, Knowledge and Competencies:

- Customer focus
- Teamwork
- Attention to quality
- Managing self
- Results focused
- Written, verbal and presentation skills

Measurement Data:

- Manager review comments
- Customer feedback

How to Apply:

Email your CV and covering letter to careers@cfms.org.uk. If you would like further information on the role please contact us on the email above or call 0117 906 1100.

Applicants must be eligible to work in the UK.

Direct applications only - no agencies