



## Job Description:

**Job vacancy:** **Head of Business Development**

**Reporting to:** CEO

**Location:** Bristol & Bath Science Park

**Annual Salary:** Depending on Experience

**Package:**

- 27 days annual leave
- 4 x salary life assurance
- Group Personal Pension Scheme
- Group Private Medical Insurance
- Health Care Cash Plan



## Overview:

The Centre for Modelling and Simulation (CFMS) is a growing, independent digital engineering research organisation that provides technical expertise to help organisations create cutting-edge solutions by pioneering new approaches to product development, solving hyper-complex problems, and enabling innovation services.

As a nationally recognised centre of excellence for modelling and simulation, our highly collaborative team of passionate engineers thrive on challenges others consider impassable, delivering game-changing, evidence-based solutions that surpass expectations and impress every time. We use digital innovation across the cyber-physical landscape to help develop more effective engineering solutions across industrial sectors critical to the UK economy.

Working with commercial and research organisations of all sizes, we have a full portfolio of digital innovation capabilities spanning a range of sectors including aerospace, rail, construction, energy and space. Our expertise in advanced simulation, model-based engineering, data science, and robotics is underpinned by our in-house, commercially secure, IT infrastructure. The close collaboration between our expert in-house teams enables greater innovation, knowledge sharing and more beneficial results for our customers.

## About the role:

The Head of Business Development will be focused on growing the business and extending the reach of our capabilities. They will be responsible for building relationships to help the business grow revenue and increase profits.

In addition, the Head of Business Development will develop new strategic partnerships and guide long-term objectives to meet business requirements.

They will lead the Business Development team and work closely with our Marketing team to drive consistent messaging, deliver campaigns and ensure aligned thinking. They will also work closely with the Technical Team, to develop key business relationships.

The Head of Business Development will have strong, dynamic business acumen, excellent negotiation skills, a proven track record of meeting and exceeding sales targets, and outstanding communication and leadership skills.



## Key Responsibilities

### Business Development:

- Increase business revenue by identifying and developing new opportunities
- Create a well-qualified pipeline of opportunities across multiple sectors
- Effectively manage the whole sales process from prospect development/tender receipt, proposal, and presentation through to closing negotiations
- Through existing customers, identifying business opportunities and recommendations to help build repeat business.
- Accurately forecast sales income and deliver to forecast

### Relationship Management:

- Collaborate with key stakeholders to understand the long-term aims/projects of their organisation and identify how CFMS can be part of these plans
- Understand and implement service requirements to meet customer expectations, working in collaboration with the technical team and project manager
- Develop key customers into strategic partnerships
- Develop and manage professional relationships with key stakeholders and decision-makers.
- Engagement with Government and Key Strategic Partnerships

### CFMS Presence:

- Build and expand the presence of the company and its brand
- Work closely with the Marketing team, ensuring consistency across teams and output
- Attend industry functions, such as trade shows and conferences, providing insights on market trends
- Input into CFMS' events calendar, providing suggested topics relevant to prospect and customer interests

### Leadership:

- Amend priorities to ensure delivery to timelines when circumstances warrant
- Resolve points arising from reviews
- Escalation of issues to ensure they are dealt with promptly and cost re-evaluated
- Prioritisation of tasks for timely and accurate delivery
- Manage and develop business development strategy and team

## Key Relationships

- Key Stakeholders
- Business Development Team
- Marketing Team
- Technical Team
- Senior Leadership Team
- Key Account Manager
- Project Manager
- Operational support



## Experience

- Experience in an engineering/technology-based sector, such as one or more of the following sectors – Nuclear, Construction, Transport, Energy or Defence
- Previous Business Development experience at the management level with evidence of working to and exceeding targets
- Lead Generation leading to increased revenue
- Experience in managing major national accounts at head office and divisional level with stakeholder management of all levels
- Evidence of achievement within a commercial environment
- Ability to communicate at all levels from shop floor to boardroom
- Experience in engagement with the Government and other strategic partners
- Previous experience of managing a team

## Skills, Knowledge and Competencies

- Customer-centric approach to working
- Teamwork
- Self-development and drive for continual improvement
- Attention to quality and an understanding of its importance in a commercial/engineering setting
- Self-management
- Time management
- Results-focused
- People development and management
- Initiative
- Flexibility

## Measurement Data:

- Manager review comments
- Customer feedback
- Ideas and suggestions provided for systems and customers

## How to Apply:

Please email your CV and covering letter to [careers@cfms.org.uk](mailto:careers@cfms.org.uk). If you would like further information on the role, please contact us at the email above or call **0117 906 1100**.

Applicants must have an indefinite right to work in the UK.