

Business Development Manager

The Aspiration Group is looking to appoint an experienced, dynamic Business Development Manager to join the team.

Focusing on the events side of the business (incentives, meetings and golf) you will be responsible for targeting new clients and generating new business from existing contacts, increasing revenue and ultimately profitability by strategically increasing the client base and strengthening core customer accounts.

Developing relationships with new customers and account penetration with existing customers, the role of the Business Development Manager will be to secure new business through a combination of direct sales and strategic partnerships.

As Business Development Manager your core responsibilities will include the following:

- **Refine the sales process**
- **Understand The Aspiration Group's product offering, competitors in the industry and market positioning**
- **Ensure maximum net profit conversion through understanding the business model and cost implications**
- **Research prospective customers within The Aspiration Group's target market**
- **Use prospecting and qualifying strategies to reach out to new leads**
- **Maintain relationships with the current client base for account penetration and new leads**
- **Work closely with the senior team within the company to ensure that you are creating a high-quality pipeline of new leads and prospects**
- **Manage the pipeline and measure conversion rates of opportunities and prospects**
- **Responsibility for reporting of sales figures in weekly sales meetings and monthly sales and marketing activities**

If you have a proven track record and you think this is the role for you, please send your CV and salary expectations to Amanda Macchi at The Aspiration Group on amanda@theaspirationgroup.com

No agencies please



THE ASPIRATION GROUP