



Crown Training Academy

Job Title:	Business Development Manager	Job Category:	
Location:	Swansea	Travel Required:	Yes
Level/Salary Range:	Attractive including commission	Position Type:	Fulltime
HR Contact:	Justin Honey-Jones	Date posted:	19/02/2010
Will Train Applicant(s):	No	Posting Expires:	25/02/2010
External posting URL:	www.crowntrainingacademy.co.uk www.yolkrecruitment.co.uk		
Applications Accepted By:			
Fax or E-mail: jobs@crowntestingacademy.co.uk Subject Line: Business Development Manager Attention: Private Secretary to the Chief Executive		Mail: Mrs Carol Gray Private Secretary to the Chief Executive Crown Training Academy Unit 12, Celtic Trade Park Bruce Rd Fforestfach Swansea SA5 4HS	
Job Description			
Job Purpose: To develop and expand Crown Training Academy's market position by locating, developing, defining, negotiating, and closing business relationships across South Wales.			
Duties: <ul style="list-style-type: none"> • Identifies trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments. • Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities. • Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities. • Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals. • Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations. 			



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- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Using a full range of marketing methods to maximize the development of the company.
- To liaise with Senior Management team by keeping them informed
- Other duties as directed

Skills/Qualifications:

- Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Selling to Customer Needs, Territory Management, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism

Approved By:	Justin Honey-Jones	Date:	17/02/2010
Last Updated By:	Justin Honey-Jones	Date/Time:	17/02/2010