



Job Title: Business Development Manager

Reporting to: Group Commercial Director

Department: Commercial

Location: Regions and London

Contract: Full –time

Job Purpose:

Win new business by actively selling the wider range of BPP corporate solutions. Key to success is a close working relationship with the local region/centres and wider commercial team to identify new business leads and convert them into BPP customers.

Job Background:

Networking and developing new client relationships at senior level, this role will position BPP as a global professional services education/training business and university.

It requires a breadth and depth of knowledge of BPP to successfully turn opportunities into new business. The BDM/Corporate Solutions Consultant will work closely with BPP:-

- Local centres/region.
- BPP schools.
- Client services, and wider commercial team.

The BDM/Corporate Solutions Consultant, will manage the full sales cycle including writing proposals, presentations, contracting and commercial negotiations.

Supported by the wider commercial team, BPP contact centre and marketing, the BDM will be responsible for lead generation/conversion and relevant local networking activities.

The BDM/Corporate Solutions Consultant will ensure insight gained from clients is shared across the wider BPP to help BPP develop education and training solutions to meet client needs.

The role will evolve with the changing requirements of the business.

Key Responsibilities:

Working in collaboration with wider BPP, client services, and the commercial team:-

- Align new business activity to BPP corporate strategy including local /region focus.
- Identify and agree the primary new business targets.

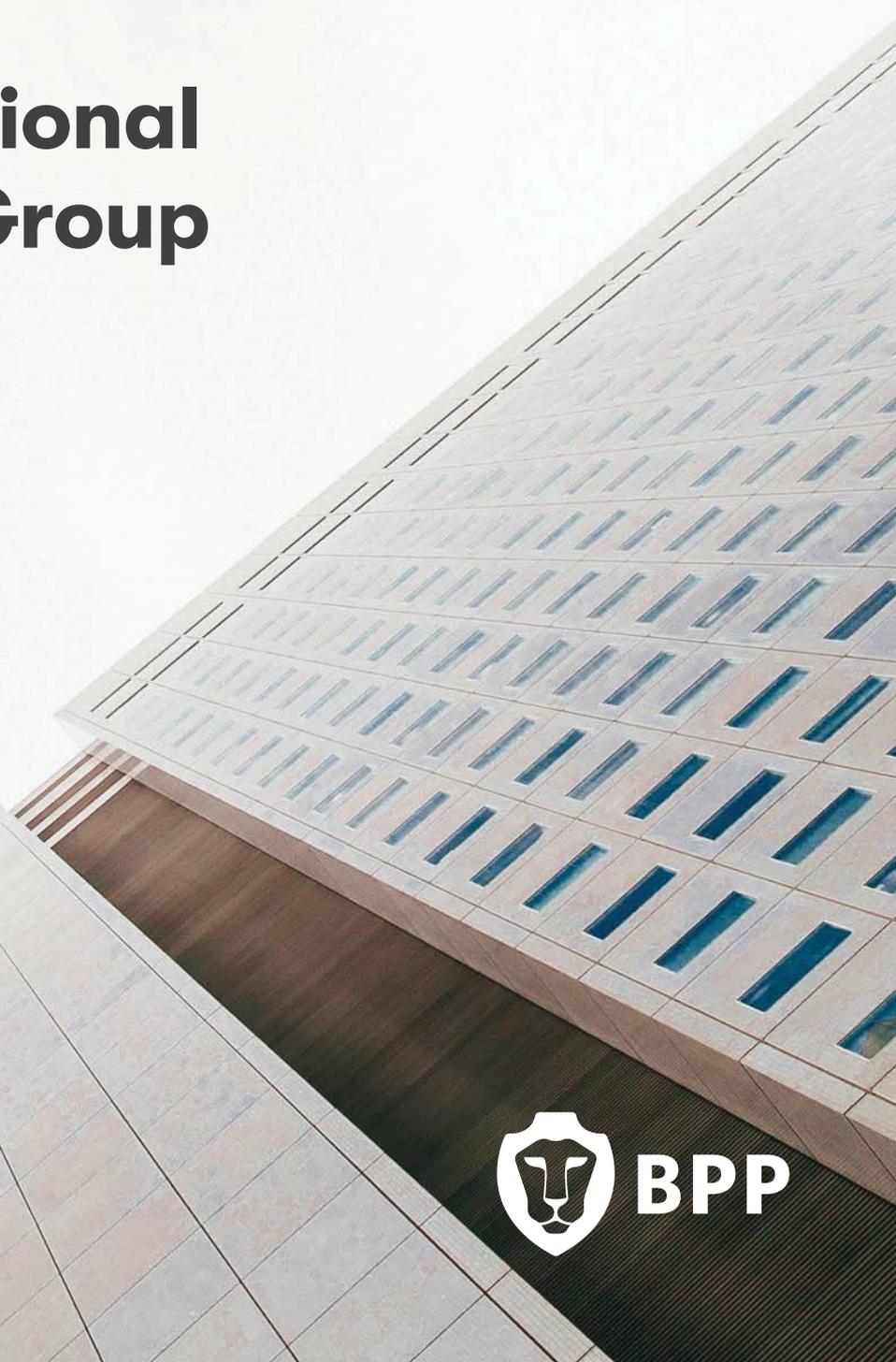
- Ensure annual individual growth targets are achieved to meet requirements of the BPP 5 year growth plan.
- Prepare and agree the strategy for new business client engagement.
- Establish and build senior relationships within clients, identify business opportunities and win new business.
- Work closely with BPP School of Business and Technology and BPP Professional Development division to ensure a coordinated approach is adopted to grow tailored corporate solutions in both the UK and globally.
- Work with clients to identify and leverage wider opportunities.
- Work with the wider commercial team to support sales activity for national targets clients.
- Establish a network with strategic third parties, e.g. Institutes. Promote support and attend local networking activities
- Work with marketing department to ensure activities to support client engagement are coordinated and integrated.
- Support the “One BPP” brand and “Never stand still” principles in all client activity.
- Ensure you are fully up to date with BPP programmes, products and services.
- Provide regular client feedback and competitor insight. Report on trends, developments, challenges and new opportunities.
- Support the launch of new initiatives and products.
- Report on targets and manage forecasting and budget.
- Ensure all client activity is up to date within Salesforce.

Knowledge and Experience required:

- A track record of winning new business in a B2B consultative sales environment.
- Presence and stature to establish credibility with clients.
- Excellent interpersonal skills and the ability to build strong relationships with clients and other stakeholders including those within BPP.
- Motivation together with proven approach to building pipelines and ultimately new business.
- Ability to set strategic direction, and work with small teams to achieve common goals.
- Experience of writing and producing tenders / presentations and contract negotiations.
- Experience in the commercial and public sector with a determined and focused approach to drive new business.
- Familiar with CRM tools and able to monitor and report individual financial performance.
- The successful candidate will be commercially astute, have a logical approach but also a self-motivated, quick thinker and comfortable working alone.
- A self-motivated performance focused individual. Ambitious to succeed and determined to make it happen.
- IT literate - excel, PowerPoint and word experience
- Familiar with using CRM tools – ideally Salesforce
- Full UK driving licence and use of own car



BPP Professional Education Group



Welcome



Today, BPP is both a university for the professions and a professional educator. We concentrate on the law, business and health professions and what we look for in people who come to work for BPP is a passion to be different.

We're already a global company of over 1,500 people, but our ambitious growth targets mean we're always on the lookout for new talent.

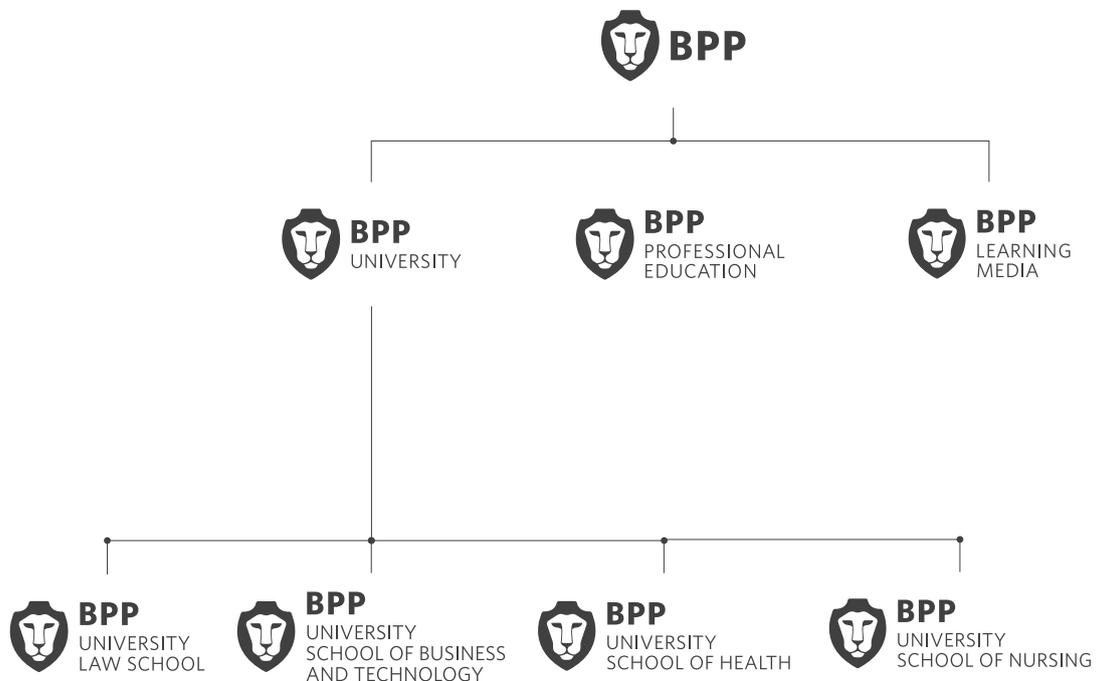
If you share our passionate and innovative approach to education, come and join the BPP team, we'd love to welcome you.



About BPP Professional Education Group

The BPP Professional Education Group, founded by Alan Brierley, Richard Price and Charles Prior (the BPP of our name), is a global education provider delivering world-class professional qualifications. The Group delivers undergraduate and postgraduate degree programmes, apprenticeships and professional qualifications across the UK, internationally and through innovative online learning platforms.

When you work with BPP, you will be part of a business that really believes in supporting your personal and professional development. With so many different business areas, we offer a wide range of exciting opportunities within a culture of encouragement, respect and teamwork.



BPP University

BPP University is part of the BPP Professional Education Group. However, BPP University is a distinct legal entity with its own degree-awarding powers approved by the UK Privy Council.

Voted the UK's Best Higher Education Provider by Education Investor Magazine in 2013, we are the UK's only university solely dedicated to business and the professions. Our links with leading businesses and organisations allow us to provide a highly regarded professional education. Our programmes are designed in partnership with employers and respected professionals in the fields of law, business, finance and health.

We look for lecturers who share our passion for education and making a real difference in students' lives.

BPP University Schools

BPP University Law School

BPP University School of Business and Technology

BPP University School of Nursing

BPP University School of Health



BPP University School of Business and Technology programmes have been successfully delivered to leading companies such as Lloyds Banking Group and TUI.



15,000 students currently study with BPP University



BPP University Law School was ranked in the top five universities for quality of teaching in Legal Week's 2014 annual Law Student Report.

BPP Professional Education

BPP Professional Education is one of Europe's leading specialist providers of professional education, delivering a range of industry-leading Professional Qualifications, Professional Apprenticeships, Professional Development programmes and Learning Media. We enjoy a trusted adviser status for many of our clients and institutes and offer professionals opportunities to progress through a variety of qualifications in accountancy, tax, insolvency and banking and finance.

Our courses are all supported by BPP Learning Media, which provides a wide range of learning materials for students, colleges and bookshops all over the world.

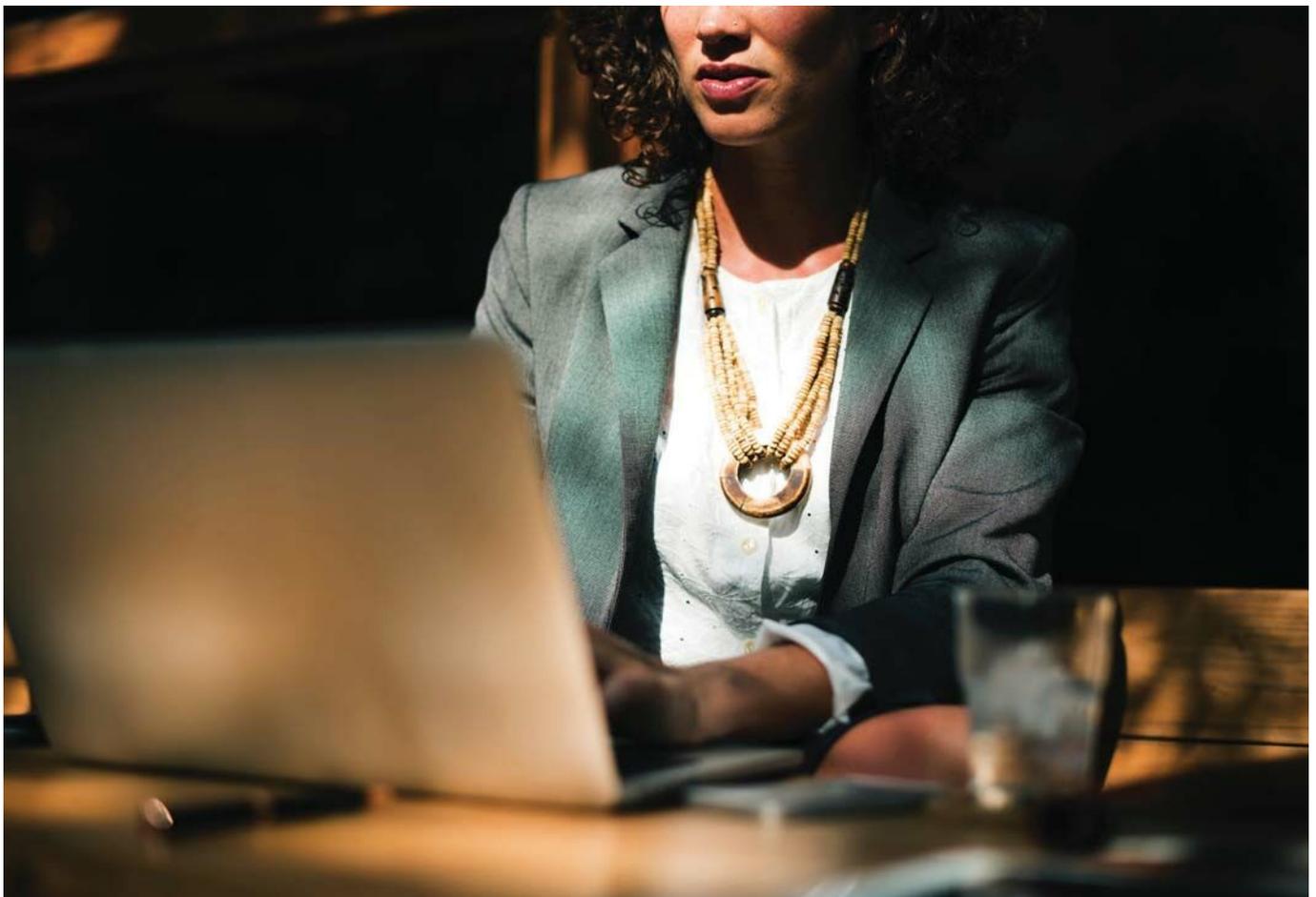
As one of the world's leading providers of top quality printed and digital learning resources, BPP Learning Media supports tuition providers, professional bodies and students in over 180 countries.

BPP Learning Media

We also develop curriculum content for BPP qualifications including Accounting, Financial Services, Tourism, Marketing, Law and Insolvency as well as content for Professional Education Bodies from around the world.

Support Functions

- ✓ IT
- ✓ Finance
- ✓ Human Resources and Learning & Development
- ✓ Commercial
- ✓ Marketing
- ✓ Legal and Compliance
- ✓ Operations



Why work at BPP? – Employee benefits

Training and development

Whether it's something you want to learn or something we recommend you learn, BPP invests heavily in your career development.

We provide a comprehensive in-house leadership and management training programme and a wide range of personal and professional development opportunities.

You will have free access to all of BPP's courses – so from gaining an ACCA accountancy qualification to a Graduate Diploma in Law, you can take your career in any direction you like.

Salary

BPP makes sure it gets the basics right with good, competitive salaries. These are reviewed annually.

Holidays

Everyone needs time to relax and rejuvenate. That's why we provide generous annual leave of 30 days for teaching staff and 25 days for support staff (rising to 30 days after five years and pro-rata for part-time employees).

As part of our annual benefits selection window, you can purchase up to 10 days' extra holiday each year.

Private Medical Insurance

When you work at BPP, you can apply to be covered for the cost of private medical treatment as an outpatient or inpatient (up to defined limits).

Subject to meeting scheme requirements set by our provider, this begins as soon as you join and we'll cover the full cost of the premium. You can also choose to buy cover for your spouse, partner or children at corporate rates.

Health Cash Plan

Our Health Cash Plan provides you with reimbursement, up to a set amount, towards everyday healthcare services such as eyesight tests, new glasses, health screening, etc. You can choose to purchase cover from four different levels.

Dental Insurance

Our Dental Insurance reimburses you for all private dentistry treatment. At the end of your probationary period, cover can be purchased for you and your family at corporate rates.

Life Assurance

In the unfortunate event that you pass away while working at BPP, your nominated beneficiaries will receive a lump sum of four times your annual base salary. At the end of your probationary period you can choose to top up this protection.

Income Protection (PHI)

We know that suffering long-term illness is stressful enough. So if you are unable to work for 26 weeks within a 12-month period because of related illness or injury, you'll be eligible for up to 75% of your annual salary until you are able to return (less £5,312 p.a.)

Employee Assistance

From time to time you may need confidential advice, on anything from legal to personal or financial issues. Our Employee Assistance gives you access to free phone support, 24 hours a day.

Pension

You'll want to look forward to a well-deserved retirement.

If you are assessed as an "Eligible Job Holder", you will be automatically enrolled into our Group Personal Pension Plan. A pension contribution will be deducted from your monthly salary via salary sacrifice and you will receive an Employer pension contribution as well as receiving the full benefit of the Employer's National Insurance contributions of 13.8%. You will be able to increase your contribution, with BPP matching up to 5% either during the Annual Benefits Selection Window or once you have completed your probation period.

Employees who are not assessed as an "Eligible Job Holders" will still be able to join our Group Personal Pension Plan once they have completed their probation or during the Annual Benefits Selection Window.

'Cycle to work' scheme

With so many benefits to your health, we offer a cycle to work scheme in conjunction with CycleScheme. This gives you the loan of a bike and commuting equipment for a period of one year, tax-free.

At the end of the Hire Period, you will have the option to either purchase the bike, extend the Hire Period, or return the bike.

Season Ticket Loan

To ease the expense of public transport, our interest-free loan is put into your bank account and we'll simply deduct monthly repayments.

Credit Union

BPP employees have access to a credit union and can save or repay loans direct from their net pay. The credit union is a not-for-profit co-operative.

Why work at BPP? – Employee benefits

BPP and the community

BPP takes its corporate social responsibility very seriously. With many programmes designed to help our students succeed, we also support the wider community with a range of projects through our Pro Bono Legal Centre – winning Best Contribution by a Team of Students for Streetlaw Homeless in the 2011 Awards.

BPP is supportive of our employees doing voluntary and charity work.

BPP Rewards

BPP Rewards is a company funded scheme that offers genuine discounts and allows you to make significant savings each year on everything from your petrol, groceries, holidays, clothing, and home insurance. BPP Rewards provides exclusive access to discounts and cashback at over 1,500+ retailers, including Marks & Spencer, Sainsbury's, Debenhams, and Lastminute.com to name a few.

Selecting your benefits

Upon starting with BPP, you will be invited to select your benefits via our online platform on the 1st of the month following your start date. You will need to register on the platform when accessing it for the first time.

