

<b>Current vacancy:</b>	<b>Business Development Manager</b>
<b>Location:</b>	<b>Remote – East of England</b>
<b>Salary:</b>	<b>Competitive package + bonus and car allowance</b>
<b>Job type:</b>	<b>Permanent Full-time</b>

### **About Liaison Group**

Founded over 30 years ago, we are a well-established and trusted health economy partner, saving millions for reinvestment in health and social care through our Workforce, Financial and Care businesses.

We have a workforce of more than 250 people with a headquarters located in the historic city of Worcester, a technical team in Derby, along with many remote workers across the length and breadth of the UK.

### **About Liaison Workforce**

Founded Helping NHS organisations on their journey to become workforce exemplars. Liaison Workforce delivers programmes to drive measurable improvement in all areas of workforce management.

We provide actionable insights through expert support, guidance and detailed management reporting & benchmarking.

### **The team**

You will be part of a team who cover the UK, from Scotland to the furthest tip of England. It is built up of highly capable, confident individuals who are Liaison product and service experts. Although each person manages their own geographical area, the team liaise and meet regularly to share ideas and best practice. The Director, your line manager, has worked for the organisation for a number of years, helping us to grow and evolve alongside the NHS. He is highly approachable and knowledgeable, which will enable you to fully understand all relevant products and services, and ultimately succeed.

Your remit will span across the East of England. You therefore must be comfortable driving regularly to visit clients.

## **Main responsibilities**

You will be responsible for solution-based selling, generating new business for the Workforce Management side of our organisation. Ultimately our services offer a comprehensive, long-term journey for the NHS, where our IT based products are embedded and used as a tool for change. You will work collaboratively with our Senior Account Management team to maximise all current clients, identifying key opportunities within our areas of the NHS. You will then qualify and convert new prospects clients.

If successful within the position you will be attending meetings with stakeholders on site, attending exhibitions, and presenting at industry events.

Stakeholders will consist of Executive level of staff, down to middle management. It is therefore required for you to represent Liaison at a high level, providing an inclusive, knowledgeable and effective solution to large sections of the NHS.

## **Experience and qualifications required**

We are looking for demonstrable experience within new business development in high value sales, with evidence of sales figures on your application

You must hold solution-based selling experience, ideally within Workforce Management (other business areas considered, particularly with experience selling into the NHS), to enable you to quickly and fully understand what Liaison provides and be able to generate your own business. The workforce business is complex, with a multitude of offerings, you must therefore be able to work collaboratively with prospect clients to identify which solutions are appropriate.

It is therefore desirable that you have experience selling to the NHS, particularly within Workforce Management. However, solely NHS/Public sector experience OR Workforce Management may be considered.

We are looking for an excellent communicator, who is enthusiastic and self-motivated. You will need to be influential, with the ability to manage conversations with some of the most senior staff within the NHS and other organisations.



## **Benefits of working at Liaison Group**

We believe that working life should be a happy and healthy one.

We offer all staff a wide variety of company benefits as well as the opportunity to get involved in a range of company organised events - from regular physical challenges to bi-annual staff away days and social events.

Our wide range of staff benefits aim to have an impact on both home and working life for all staff, while at Liaison Group.

We offer:

- 23 days holiday initially, which increases annually up to 28 days
- Private healthcare for you and friends and family
- Tax-free childcare
- Contributory pension
- Life assurance of 4 x salary
- Company days/social events
- Free fruit in our offices
- Bonus when you introduce a new colleague to Liaison Group.

## **How to apply**

Please send your CV and a covering letter to [jobs@liaisongroup.com](mailto:jobs@liaisongroup.com).

Thank you for your interest in joining Liaison Workforce.

