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| **Title** |  **Business Development Manager**  |
| **Band** | **Management**  |
| **Grade** | **M1 - Manager** |
| Job Family |  BDV]  |
| Reporting To |  Business Development Director] |
| Location |  UK TacCIS, Oakdale (hybrid with regular travel)  |
| Date Written/Revised |  March 2025  |

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| **Position Objective** |
| The Business Development Manager is responsible for developing, building and maintaining new and existing customer relationships, as well as establishing and sustaining wider relationships in the UK defence sector, to position the business’s capabilities, products and services offerings. Foster collaboration with current/new customers, industry partners and the ecosystem to secure profitable business aligned with growth objectives. The role requires the nurturing and developing of relationships with customers and key stakeholders, internally and externally, and working closely with the Programmes & Engineering departments to ensure our offering aligns with customer needs. The Business Development Manager will aid the formulation and execution of business strategies, providing key inputs to product planning decisions by articulating market pull and customer requirements. |

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| **Generic Level Description** |
| Scope | Provides direction to employees according to established policies and management guidance. Receives assignments in the form of objectives with goals and the process by which to meet goals. Administers company policies that directly affect subordinate employees. Recommends changes to unit or sub-unit policies. |
| Job Complexity  | Works on issues where analysis of situation or data requires review of relevant factors. Exercises judgment within defined procedures and policies to determine appropriate action. |
| Overarching Accountabilities | Overarching accountabilities are evident in this level of management, however as the first level of management decision making latitude is narrower and there is a greater focus on tactical execution. May have direct responsibility for staffing, performance management, staff development and managing budgets.  |
| Major Accountabilities | Provides support to management on day-to-day operations of function or department. Typically assists with scheduling of tasks, ensuring adherence to schedule and providing hands-on coaching to more junior staff. Likely to have 50% or more of their responsibilities related to actual task completion. |
| Business Acumen | Anticipates and interprets client needs to identify solutions. Interprets business issues and adapts work priorities in own area. Understands ways in which the section, department and/or project/processes relate to and impact as a whole. Demonstrates thorough knowledge of operations and strategies. Seeks information regarding trends affecting section or department and industry. |
| Problem Solving | Solves day-to-day operational problems that have limited impact to area of responsibility. Knows when to escalate issue to next level. |
| Discretion | Decisions or failure to achieve results will cause delays in daily and monthly (more short term) schedules. |
| Technical and/or Functional Expertise | Strong technical/functional expertise in one discipline. Limited hands-on knowledge of management and business practice. May have sound knowledge of theories through educational base. |
| Interaction | Interacts with staff and functional peer groups. Interaction normally requires the ability to gain cooperation of others, conducting presentations of technical information concerning specific projects or schedules. |
| Supervision | Provides direct supervision to professional and/or skilled, employees (i.e., technicians, designers, support personnel). Acts as advisor to unit or subunits and may become actively involved, as required, to meet schedules and resolve problems. |
| Guidance  | Receives assignments in small packets with detailed instruction as to process and timing. |
| Physical Effort | Little chance of injury. Little physical effort required. |
| Working Conditions | Standard office environment with little physical effort required. May be required to travel for extended periods of time and/or have overnight trips. Significant additional hours during peak and difficult business circumstances may be expected. |

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| **Discipline Description** |
| Responsibilities Include | * The development of Business Development activities in market to achieve defined annual order intake targets
* Expand customer funded opportunities in current & new areas, leading to the funding of technology roadmaps, new product and wider business opportunities
* Develop, build and maintain new and existing customer relationships, as well as establishing and sustaining wider relationships in the UK Defence sector
* Gather market intelligence to identify future market opportunities
* Develop new ways of promoting General Dynamics by acting as a ‘Champion’ for raising the quality, sales content and having clear and robust new business campaign marketing plans.
* Leverage the GD Corporation to maximize probability and size of wins.
* Manage and co-ordinate multi-disciplinary teams for new business pursuits.
* Develop and write new business bids and proposals.
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| **Knowledge, Skills & Abilities** |
| Required Skills & Abilities | * A background in working with or selling to MOD is essential
* Ability to influence customer representatives in order to secure significant strategic outcomes for the business
* Knowledge of current (and future) defence and security capability acquisition programmes and the associated procurement processes.
* Ability to lead and manage complex capture in the defence domain
* Excellent negotiator, experienced at managing and resolving conflicts.
* Team working
* A strategic thinker
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| **Education & Experience** |
| Required Education & Experience | * Minimum SC Cleared or a willingness to achieve DV
* Proven and demonstrable experience in defence and or security industry
* Proven track record of securing opportunities of circa £5m as well building the orders pipeline.
* A good understanding of the defence and security context gained through military, government or industry service
* Existing contacts network spanning the domain of interest, which can be maintain and expanded
* Effective relationship management and interpersonal skills with a proven ability to interact and lead internal and external customers across all levels
* Willingness and ability to travel and work in a global team of professionals.
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