



Job Description

Business Development Manager



The role

To work closely with Senior Management of Gray Healthcare (GHC) and in line with the organisations Business Development Strategy. Actively seeking opportunities to develop established and new commissioning relationships, grow our business, innovate, extend and enhance how the Company delivers care and support.

Home based with regular travel around assigned area and to Liverpool office; 37.5 hours/week.



You will be responsible for:

- Employ a strong customer centric approach to facilitate appropriate referrals and opportunities for growth.
- Work independently and in conjunction with Senior Management to develop new business opportunities.
- Work closely with the Assessment and Contract Manager to ensure internal processes are followed particularly in the generation of costings for submission.
- Develop Key Relationships with ICBs/Trusts/NHS to raise brand awareness of GHC.
- Build, establish and maintain excellent working relationships with Social Workers, Care Managers, Consultants, Commissioning Managers, Ward Managers and Out of Area Placement Managers.
- Market Development in own assigned area being aware of competitor activity
- Represent GHC in all professional forums as required.
- Understand your geographical area and be aware and monitor competitor activity.
- Work with the wider team to generate meetings with Social Workers, Care Managers, Consultants, Commissioning Managers, Ward Managers and Out of Area Placement Managers through phone calls and marketing campaigns.
- Effectively work alongside internal and external stakeholders.
- Work with the wider team to ensure that meetings with external agencies and stakeholders are arranged in a timely and professional manner and that feedback is provided by the use of our CRM.



What do you need?

Skills and Experience

- Minimum of three years' experience in similar level role; proven successful wins post tender
- Understanding of ICB's, LA and NHS England commissioning and procurement procedures and practices.
- Strong leadership and negotiation skills; able to influence at a senior level
- Effective team player
- Enthusiastic and highly motivated
- Ability to problem solve and seek solutions when challenges are presented
- Excellent communication skills both written, verbal, and IT skills
- Understanding of safeguarding and employer responsibilities
- Full UK Driving Licence and full access to a suitable vehicle

Qualifications

- Educated to GCSE level in English and Mathematics grade A-C as a minimum; Health & Social Care NVQ would be desirable
- Degree-level education in relevant subject would be an advantage