**We're on a mission to give our colleagues an amazing work/life balance!**

**We are trailing the four day working week, get paid 100% for 80%!**

**Job title:         Business Development Manager**

**Location:        Remote Based with Regional Travel**

**Salary:            To be confirmed**

**Hours:            9-5 Monday-Friday**

**UK applicants only. This role does not offer sponsorship.**

**JOB PURPOSE**

The purpose of the Business Development Manager will be to play a key role in identifying and driving growth opportunities for these brands, working to build strategic relationships, increase market presence, and identify new business opportunities. The role will also involve working closely with Local Authorities, Multi-Academy Trusts (MATs), Schools, and Alternative Provision (AP) centres to secure new business and expand service offerings.

Key Responsibilities:

* New Business Development: Identify and pursue new business opportunities across the UK, focusing on expanding relationships with Local Authorities, MATs, Schools, and PRUs, while leveraging market insights to drive new business expansion.
* Sales Targets & Forecasting: Ensure delivery of sales targets aligned with company objectives, providing accurate forecasts on sales performance and growth opportunities.
* Relationship Building: Cultivate strong relationships with Local Authorities, Multi-Academy Trusts, Schools, and AP centres, positioning Momenta as a leader in online education and therapeutic services.
* Proposals & Tenders: Support the bid process for Local Authority framework tenders and direct awards, collaborating with the Central Business Development Team to ensure compliance with procurement frameworks and delivering successful outcomes.
* Marketing Input: Work closely with the Marketing department, providing insights and feedback to inform marketing plans and support campaign activity.

Experience:

* Proven track record in business development or sales within a services-based or regulated environment (essential).
* Experience working with Local Authorities, MATs, Schools, or in sectors such as education, healthcare, or social care (desirable).
* Familiarity with delivering against sales targets and driving revenue growth (essential).
* Experience in proposal writing and bid management (essential).
* Previous experience working across multiple brands or service lines (desirable).

Skills:

* Demonstrated success in new business development to the public and private education sector.
* Strong commercial acumen with a focus on driving new business acquisition.
* Excellent communication skills, with the ability to engage and influence education and local government stakeholders at all levels.
* Strong analytical skills to interpret market trends and customer needs, using insights to inform business strategy.
* Proficient in managing pipelines in CRM systems and forecasting future sales.
* Ability to work independently and collaboratively in a fast-paced environment.

**Why join Outcomes First Group?**

**About the Group**

Outcomes First Group is the leading provider of specialist education in the UK. We exist to give neurodivergent children and young people access to a great education that caters to their specific needs, abilities and aspirations.

There are three brands in our Outcomes First family: Acorn Education, Options Autism and Momenta Connect. Together, we educate, care for and support children, young people, and adults across the UK, empowering them to be happy and make their way in the world.

We are really proud to say that in 2024, Outcomes First Group were officially certified as a ‘Great Place to Work’ for the fifth year running.

**Our Vision**
We believe that with a great education, every neurodivergent pupil can thrive and make their way in the world.

**Our Mission**
Every day we improve the lives of our pupils, their families, and local communities through a relentless focus on wellbeing and learning.

**Our Promise**
*We are kind to ourselves and each other...We work together... and we make things happen.*
Our Promise sits alongside our Vision and Mission. It describes the sort of people we are and our commitment to how we treat each other, work together, and behave.

**Benefits**

**Your health and wellbeing are important to us, so you’ll get an exceptional reward package including:**

* Life Assurance
* Pension scheme with options to increase your contributions
* “Your Wellbeing Matters” – access to a wide range of first-class mental health support services and physical health checks
* Family Growth Support - *inclusive benefits package covering enhanced maternity and paternity leave, along with paid fertility treatment support.*

**And a market-leading benefit offering through our Flexible Benefits Platform, Vista, enables you to choose the package that’s right for you, including:**

* A wide range of health, wellbeing, and insurance benefits
* 100’s of discount options valid in the UK and abroad
* Cycle to Work Schemes
* Electric Car Purchase Scheme
* Critical illness cover

**And that’s not all, we place the outcomes of the pupils and vulnerable young adults in our services at the heart of everything we do, so you’ll wake every day in the knowledge that your role will have a significant positive impact on the lives of others.**

**We are committed to the safeguarding and promoting the welfare of pupils and young people. All applicants will be subject to social media checks and successful applicants to a fully enhanced DBS.**

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**We are an Equal Opportunities Employer.**