

Multiple Access Communications Limited - Job Specification

Role Title: Business Development Manager

Responsible to: Board of Directors

Responsible for:

Identifying and developing business opportunities in the defence and homeland security sectors and related sectors.

Identifying and securing new clients in the defence and homeland security sectors and related sectors.

Promoting and marketing the company within the defence and homeland security sectors and related sectors.

Identifying and securing new clients for the company's range of products.

Managing the company's global distributor network.

Providing the Board of Directors with advice and guidance on market landscape and potential opportunities to support strategic decision making within the company.

Principal Location: Delta House, Southampton Science Park, Southampton, SO16 7NS

Leadership and Management

- Contribute to the development and implementation of the company's strategic vision and business plan.
- Manage and drive the business development activities within the company.
- Manage and drive the marketing activities within the company.
- Contribute to the management of existing client accounts and the establishment of new client accounts.
- Demonstrate a proven commitment to delivering the company's goals, objectives, vision and values.

Strategic

- To assist the Board in developing its strategic growth plans, including by providing inputs relating to market landscape and potential business opportunities.

Financial Management

- Report to the Board on potential business to be secured.
- Report to the Board on the use of the marketing budget and the effectiveness of marketing actions.

Representation / Public Relations

- Develop effective, comprehensive client engagement.
- Build and maintain positive relationships with industry groups.

Operational/ Compliance

- Comply with the policies and established working practices within the company.
- Help to improve the company's policies and working practices, particularly in the areas of business development, sales, marketing and account management.
- Oversee the maintenance of the company's CRM system in the areas of leads, opportunities and quotes.