



Business Development & Partnerships Manager

We are looking for an ambitious and energetic Business Development Manager to help us expand our business waqf members. You will be the front of the company and will have the dedication to create and apply an effective business Waqf strategy.

The goal is to drive Waqf fund growth through boosting business Waqfs partnerships and forging strong relationships with new businesses.

Type

Part Time leading to Full Time

Location

Birmingham / Remote (for COVID period)

Compensation

£38,000 - £40,000 (pro-rata)

Reporting to

Chief Executive

Responsibilities

- Develop a business Waqf development strategy focused both on financial gain and member satisfaction
- Conduct research to identify new domestic markets and member needs
- Arrange business meetings with prospective clients
- Promote the company's products/tech addressing or predicting clients' objectives
- Keep records of sales, revenue, invoices etc through our CRM system
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing business partners and members

Requirements

- Proven working experience as a business development manager, sales executive or a relevant role
- Proven sales track record
- Experience in customer support is a plus
- Proficiency in MS Office and CRM software (e.g. Zoho, Salesforce)
- Proficiency in English
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- BSc/BA in business administration, sales or relevant field