

# The UK Agri-Tech Centre

## JOB DESCRIPTION

<b>Job Title:</b>	Business Development Manager
<b>Reports to job title:</b>	Head of Business Development
<b>Department</b>	Business Development
<b>Location:</b>	Remote
<b>Salary:</b>	£45,000 to £55,000

### Job Purpose

As one of our Business Development Managers you will be primarily responsible for utilising and developing the UK ATC's growing network of industry members and commercial customers and stakeholders, to generate new business potential. You will act and to identify, build and in some cases be involved in the delivery of commercial projects and grant-funded research opportunities, as well as managing existing members to help them grow their businesses and promote innovation. Acting as an ambassador for the UK Agri-Tech Centre, you will also be a catalyst to showcase the UK Agri-Tech Centre and in doing so bring in new members and new business.

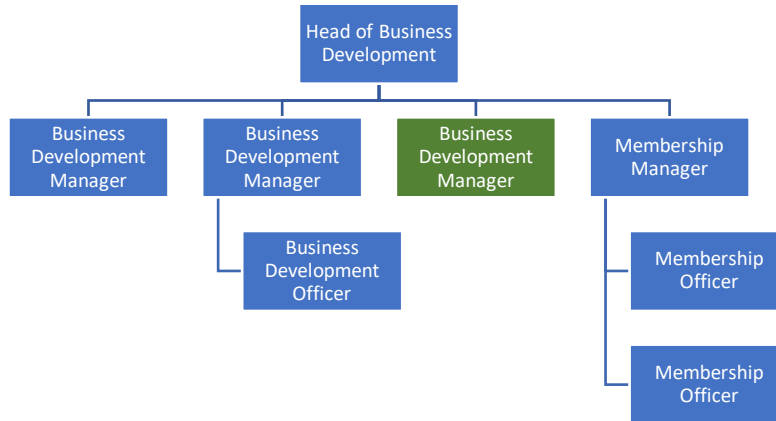
### Main Duties

- Act as account manager for selected members and key accounts.
- Act as primary contact for potential new UK and International members and enquiries, promoting the benefits of membership within UK Agri-Tech Centre
- Identify and communicate new project and commercial service opportunities for members and customers to grow and retain accounts.
- Represent the UK Agri-Tech Centre and identify new opportunities by networking, attending tradeshow and attending/presenting at appropriate conferences/events, reinforcing brand recognition across the industry.
- Develop new business opportunities which can deliver commercial income through exploitation of current services and R&D capabilities.
- Support through to completion of commercial opportunities, including grant bid submission input.
- Build on existing and/or new relationships in the sector, to grow, maintain, and leverage your network.
- Support on delivery of projects based on areas of expertise.
- Establish and maintain good understanding of UK Agri-Tech Centre capabilities and services.
- Work collaboratively and proactively with colleagues across the UK Agri-Tech Centre including Engagement, Innovation, Delivery, Operations and Finance teams.
- Define short, medium, and long-term professional and personal goals to establish areas of expertise, project involvement, and meet UK Agri-Tech Centre targets.
- Maintain technical and sector knowledge as appropriate.
- Ensure that required data and information is recorded and reported on to Line Management or as required, including use of CRM and business management systems
- Participate as required on internal delivery projects to drive the development of the UK Agri-Tech Centre

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### Organisation Chart



### Qualifications, Skills and Experience

- Degree level education or equivalent experience, ideally in Agricultural, Food Science or Environmental Sustainability discipline.
- Direct business development or account management experience, ideally within the Agri-Tech sector.
- A broad range of industry contacts in the Agri-Tech or associated sectors.
- Experience of influencing and developing collaborative networks either with or including multinational organisations.
- Excellent communication and interpersonal skills at all levels and with all stakeholders.
- Highly collaborative and inclusive approach with ability to manage conflicting agendas.
- Project delivery skills.
- Project writing and/or proposal writing experience.
- The ability to meet multiple demands and maintain relationships.
- Flexible and adaptable approach to work.

### Additional Information

The BDM role requires regular travel across the UK and very occasionally overseas.