

Job Description

Job Title: Business Development Officer

Contract Type: Full-time

Salary: Dependant on experience

1. MAIN RESPONSIBILITIES

- Developing and sustaining solid relationships with company stakeholders and customers.
- Analysing customer feedback data to determine whether customers are satisfied with company products and services.
- Recruiting, training, and guiding business development staff.
- Providing insight into product development and competitive positioning.
- Analysing financial data and developing effective strategies to reduce business costs and increase company profits.
- Conducting market research to identify new business opportunities.
- Collaborating with company executives to determine the most viable, cost-effective approach to pursue new business opportunities.
- Meeting with potential investors to present company offerings and negotiate business deals.

This job description is not intended to be all inclusive and the employee will also perform other reasonably related duties as assigned

2. THE POST HOLDER WILL BE EXPECTED TO DEMONSTRATE THEIR COMMITMENT:

- to Global Banking School's values and regulations, including equal opportunities policy;
- the GBS's Social, Economic and Environmental responsibilities and minimise environmental impact in the performance of the role and actively contribute to the delivery of GBS's Environmental Policy;
- to their Health and Safety responsibilities to ensure their contribution to a safe and secure working environment for staff, students and other visitors to the campus.

3. ESSENTIAL REQUIREMENTS

- Bachelor's degree in Business Management or Administration, Finance, Accounting, Marketing, or related field.

- Proven experience working as a Business Development Officer or similar role.
- Proficiency in all Microsoft Office applications.
- The ability to travel as needed.
- The ability to work in a fast-paced environment.
- Excellent analytical, problem-solving and management skills.
- Exceptional negotiation and decision-making skills.
- Effective communication skills.
- Strong business acumen.
- Detail-oriented.

4. HOW TO APPLY

Please send your CV to jobs@globalbanking.ac.uk

Please note: Candidates must have the right to work in the UK. Due to the volume of expected applications, we will only be able to respond to applicants shortlisted for interview.

GBS is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, or religion or belief.