



Changing lives every day

**Business Development Director**

**Basic Salary £65,000 - £70,000pa depending on experience,  
plus car allowance  
plus performance related bonus of up to 15% of annual salary**

**Auriga Services Ltd**

Emmanuel Court, 12-14 Mill Street

Sutton Coldfield, B72 1TJ

[www.aurigaservices.co.uk](http://www.aurigaservices.co.uk)

Registered in England. Company number 5093179

## Background

Auriga Services Ltd is a dynamic, fast growing company that is driven by purpose. We help over 1,700 people every day, utilising over £300,000 every week in grants to help people.

We reached our 2020 vision for helping 2 million people, and have embarked on our ambitious plan to create 3 million healthy homes by 2030.

We achieve this by running innovating programmes for our clients so that they can reach those who are financial vulnerable.

Our clients currently include the UK's largest water and energy utilities, their charitable trusts, NHS, Local Authorities and other charities. The Board has approved a major investment for the expansion of staff and IT to enable significant growth.

Auriga was founded in 2004, has over 80 staff based at home and (when allowed) at our offices in Sutton Coldfield.

Auriga is an exciting company where you can build a successful and rewarding career with a great employee package, exceeding most company schemes.

## JOB PURPOSE

We are looking for a results-driven senior Business Development Director to lead the growth of Auriga. This position would suit an existing Business or Sales Director or Head of the same.

The position will be responsible for the following roles within Auriga:

- ★ Business Development Executive
- ★ Bid Writer
- ★ Bid Writer trainee
- ★ Marketing Executive

You will be developing and leading the business growth strategy at Auriga to enable us to fulfil our vision.

Your work will take you to the UK's largest companies, NHS, local authorities and other charities to enable them to help people experiencing financial vulnerability.

You will be forming collaborative partnerships and winning funding to develop large scale programmes to propel the company growth and help us reach more people in vulnerable circumstances. Reporting to the Chief Executive and being a member of the Auriga Leadership Team, you will have the following broad responsibilities:

- ★ Creating a growth strategy which enables us to deliver our business objectives
- ★ Identification, targeting and capture of viable new business varying from £50k to multi-million contracts
- ★ Developing client and stakeholder relationships, particularly within the UK's utilities sector, NHS and local authorities to maximise all potential business opportunities
- ★ To form collaborative partnerships across industry and public sector, to identify new areas of opportunity for Auriga
- ★ Deliver appropriate pre-proposal activities that lead to formal customer requests

## RESPONSIBILITIES

Role responsibilities will include but are not limited to:

- ★ Strategic leadership of business growth as member of Auriga Leadership Team.
- ★ Design and delivery of a Business Development and Marketing strategy for Auriga for each planning cycle
- ★ Lead the overall business growth within Auriga, working closely with all other parts of the company
- ★ Deliver new signed contracts of at least £400,000 within the first year and increasing thereafter
- ★ Leading the Business Development and Marketing Team
- ★ Reach out to new client leads from initial contact through to continuous positive dialogue
- ★ Self-generating leads
- ★ Perform cost-benefit and needs analysis for potential clients
- ★ Creating innovative proposals with the support of a bid writer and others in Auriga
- ★ Building, engaging and maintaining relationships within the sectors of operation including regulatory and advisory bodies
- ★ Representing the company with speaking engagements at conferences and other networking events

## KEY SKILLS AND ATTRIBUTES

- ★ Proven track record of designing and implementing a strategic growth plan
- ★ Proven track record of dealing at executive level for large organisations
- ★ Proven track record of winning and retaining business
- ★ Highly motivated and target driven
- ★ Consultative and collaborative selling approach
- ★ Ability to lead by example, coach and inspire team members
- ★ Take responsibility and be accountable for decisions
- ★ Exceptional written and verbal communication skills
- ★ Working to tight deadlines and challenging targets
- ★ Positive attitude, demonstrate understanding, be respectful, have impact, be genuine and action oriented
- ★ Can offer inspiration and solutions with the ability to think creatively and proactively
- ★ Focused on outcomes without compromising on quality
- ★ Excellent negotiation skills
- ★ Excellent IT skills
- ★ Attention to detail

## PERSON SPECIFICATION

### Education and qualification

- ★ Degree level, relevant equivalent and / or outstanding evidenced track record in a similar role

## EXPERIENCE & KNOWLEDGE

### Essential

- ★ Proven experience of delivering excellent customer service
- ★ Minimum 10 years in a consultative selling environment (ideally within the energy utilities industry or similar)
- ★ Creating strategic plans for high growth
- ★ Strategic Account Management
- ★ Creative proposal writing
- ★ IT literate
- ★ Knowledge of the charity sector (desirable)

### Contract and Hours

This is a permanent full-time contract.

Hours can be flexible to meet the requirements of the business and your personal situation. A reasonable amount of home working may be possible after the three-month probation period (except during COVID), subject to the needs of the role and as agreed with your line manager. Appropriate IT is provided for home workers.

### How to apply

This role recruitment is being led by Broster Buchanan.



<https://www.brosterbuchanan.com/team/antony-marchant/>

Please contact [antonymarchant@brosterbuchanan.com](mailto:antonymarchant@brosterbuchanan.com) if you are interested in this role.