

Resurgo Consulting Business Development Manager

Resurgo Trust

About us

Who we are?

Resurgo means to rise up again.

It describes our belief in the unbelievable difference we can all make in the world around us when we rise up together to transform society.

In 2016 we were listed as one of the UK's Best Workplaces in the 'Great Place to Work' Awards.

In 2017 we won the Princess Royal Training Awards which honours employers that have created outstanding training and skills development programmes.

- **Spear**, an award-winning programme run in partnership with local churches to help young unemployed and disadvantaged people into work or education. We're delighted that over 75% of completers are still in work a year later.
- **Resurgo Ventures**, supporting emerging social entrepreneurs to make a positive impact on society through mentoring and Accelerator programmes.
- **Resurgo Consulting**, providing coaching services to organisations enabling them to improve trust, increase workplace satisfaction and achieve better outcomes.



Are you a driven, confident and highly organised individual with an interest in coaching, experience in Business Development and a passion for our vision to inspire society?

This role is an exciting opportunity to be part of Resurgo's growing Consulting team, equipping corporate and not-for-profit organisations with transformative leadership and management skills.

As a confident communicator with excellent organisational capabilities, you will liaise with a range of corporate clients and look to build new client relationships in order to ensure the implementation of our ambitious business plan.

Responsibilities

Sales pipeline development

- Oversee the sale of places on Coaching for Leadership programmes and welcome clients to ensure a successful experience.
- Design and implement the whole client experience from first call to final 1:1 including the hospitality experience.
- Manage the pipeline development to ensure targets are met.
- Seek out client referrals and leads to secure new coaching business.
- Follow up with clients to ensure they have had a positive experience and gather case studies for future business development.

Marketing

- Support the Head of Consulting and the Senior Communications Manager on marketing strategy, regularly reviewing KPIs and goals
- Work to ensure business development is on brand and on message, in collaboration with the Head of Consulting and Senior Communications Manager.
- Work with the Communications team to launch and maintain an online presence and content plan for Resurgo Consulting.

Coaching Delivery

- Develop a coaching approach to training, with a view to being involved in delivering Consulting Programmes within 12 months

Account Management

- Support the Consulting Manager with account management, including liaising with new and existing clients, following up on leads for new clients and helping produce collateral.

Active Participation in Resurgo Team and Mission

- Build and develop Resurgo's ethos and Christian life as a team member by leading and contributing to daily collective and personal prayer meetings as an integral part of Resurgo's operation.

Person Specification

- An entrepreneurial edge and desire to see substantial growth
- Excellent initiative and an ability to actively and successfully pursue new business and clients
- Effective interpersonal skills and high emotional intelligence, with the ability to relate to a range of audiences, internally and externally
- Proven project management experience, with good time management and organisational skills and the ability to prioritise workload, including working well under pressure and
- A confident individual with an interest in coaching. Some experience of coaching practice would be desirable
- Ability to personally represent the Christian values of Resurgo
- Excellent IT skills, particularly with Salesforce and Excel, and an ability to use other MS packages, including Microsoft Word, Outlook, and PowerPoint

Working Requirements

- Full Time, Monday – Friday, 9.30am – 5.30pm
- Occasional evenings (for events such as Spear Celebration evenings and the annual Spear fundraising party)
- Occasional staff development and training events
- Participation in the wider staff team including taking an active part in weekly staff and prayer meetings and key events such as the Summer and Christmas staff conferences

Additional Information

Salary & Benefits

- £28,000 - £35,000 dependent on experience
- Pro rata equivalent of 25 days annual leave, as well as Bank Holidays and Christmas 'gift days'- the days between Christmas and New Year
- Attendance on 'Coaching for Leadership' programme: ILM accredited 5 day course of coaching training over 2 months (valued at £2,500)
- Pension Scheme
- Annual Summer and Christmas Conferences (one residential)
- Access to the Employee Assistance Programme (EAP): a confidential support service for employees
- Ability to take advantage of Give as you Earn (GAYE)

How to Apply

Please complete the application form and submit it with your CV to recruitment@resurgo.org.uk

Recruitment Timetable

Deadline for applications: 17th March 2019

Interviews will be taking place on a rolling basis throughout the application period

Queries

If you wish to have an informal discussion about the role, please email the People and Culture team (recruitment@resurgo.org.uk) to arrange a time.