

JOB DESCRIPTION

POSITION:	Business Development Manager
NAME:	TBC
REPORTS TO:	Head of Business Development
LOCATION:	Homebased & Alderley Edge HQ
ORGANISATION:	Mersten Ltd

OVERVIEW:

We know property, but we're passionate about people. Mersten develops quality housing designed to meet the needs of, and create better outcomes for, the UK's most vulnerable people. Working in partnership with care providers, housing associations, commissioners and care professionals, we help vulnerable people to live in their own homes.

MAIN PURPOSE:

To support business growth through effective relationship management of existing and new key partners, including Local Authority and NHS commissioners, Support Providers and Registered Providers.

This is an external facing role to identify the most appropriate contacts in localities and then to build and develop partner relationships with a view to increasing new business requirements. We believe that long term relationship management, delivered through high standards of customer care, is one of our key differentiators.

The Business Development Manager is a key role and represents the 'front' end of the business interacting directly with partners and investors, so providing a professional representation of Mersten at all times is of utmost importance.

MAIN RESPONSIBILITIES:

- To develop strong and enduring partner relationships with local commissioners and other key partners in target local authorities and health services, liaising regarding development needs.
- Build strategic relationships with Care providers to understand their development needs and grow business pipeline.
- Liaise with Registered Providers to support business growth, including ongoing relationship management and development of new RP contacts.
- Use local intelligence to identify any appropriate new business and diversification opportunities.
- Help provide content for business appraisal documents, including liaison with stakeholders to identify property specific scope of works.

- Bring other colleagues into the business development conversations to help ensure the relationships in the localities have access to the right knowledge and expertise at the right time.
- Ongoing liaison with Mersten colleagues to bring projects to completion including supporting with tender submissions as appropriate.
- Record and maintain a high-quality record of all relationships and key activities to develop and track management information.
- Provide support to the Head of Business Development as required.

SKILLS:

- Established network and relationships within localities, care providers and Registered Providers.
- Deep knowledge of the social housing and care sector.
- Confident in building relationships.
- Willingness to learn new skills around business development and networking.
- Mersten is a growing business and operates in an evolving industry. As such, adaptability, the ability to cope with ambiguity and be agile is key.

VALUES:

At Mersten, we believe the following values set us apart. We:

- Care passionately
- Work fearlessly
- Learn continuously
- Focus on impact