

Job Description

Job title: Client Solutions Director	Team: Commercial
Reports to: Head of Client Solutions or Head of Central Gov & Blue Light	Location: Field Based
<p>Job purpose: The Client Solutions Director works with the Commercial team to identify and develop new revenue generating opportunities from prospects and existing clients within their allocated geographic area. They are responsible for identifying new business leads, establishing relationships with functional stakeholders and progressing project opportunities through to conversion.</p>	
<p>Key accountabilities and responsibilities:</p> <ul style="list-style-type: none"> Responsible for identifying and developing new business opportunities for Bloom from prospect customers (buyers and suppliers) and selective existing clients in order to deliver a revenue target for a defined geographic area Responsible for prospect identification and conversion to deliver new business target, using data to prioritise and create target prospect lists Follow up with incoming leads generated via marketing activity, achieving new project targets for each individual campaign Analyse data and use insights to create Account Development plans offering compelling solutions Create and maintain Stakeholder Maps for target organisations, developing relationships with category specific stakeholders to deliver growth from existing and potential clients Develop a strong professional network across our target sectors Partner with suppliers to identify opportunities for joint business development activity Provide professional knowledge and expertise to guide new Customers through the onboarding process 	<p>Skills, know-how and experience:</p> <p>Must have:</p> <ul style="list-style-type: none"> Displays behaviours in line with our values and always strives to deliver an outstanding customer experience Demonstrable consultative business development experience A solutions focused approach to business development and the ability to translate data & insights into tailored solutions for individual customers Excellent commercial awareness, business acumen, analytical and numerate skills Excellent written, verbal and presentation communication skills with an ability to influence and persuade others effectively at all levels to C-suite Excellent interpersonal and leadership skills and ability to engage and collaborate at all levels and establish credibility with peers and senior leaders Able to make decisions, problems solve and take a pro-active approach to work <p>Preferred:</p> <ul style="list-style-type: none"> Demonstrable knowledge and experience of working with public sector customers

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<ul style="list-style-type: none"> • Ensure all internal and external stakeholders are fully informed on all aspects relating to a new Customer • Handover to the Customer Development team at customer requirement form submission • Full compliance with Sugar CRM updates in line with customer journey • Maintenance of sales pipeline including likelihood of conversion / date • Monthly KPI reporting 	<ul style="list-style-type: none"> • Knowledge of technical, legislative and regulatory frameworks affecting the public sector
<p>Key performance indicators: (max. 5)</p> <ul style="list-style-type: none"> • Overall Bloom operating profit performance against target • Individual revenue target • Number new customers • Strong current and future pipeline in line with target 	<p>Technical / professional qualifications:</p> <ul style="list-style-type: none"> • None <p>Direct reports:</p> <ul style="list-style-type: none"> • None

This Job Description is not definitive and outlines key accountabilities – colleagues are expected to be flexible regarding their accountabilities and will from time to time be asked to carry out other duties.