**Business Relationship Manager, Enterprise South West (part of TDA Group)**

**Full time, permanent**

**£36,371 - £39,571**

**About TDA Group**

As an award winning provider of business and property services, TDA makes a real difference to the lives of people living and working in the South West delivering innovative and practical programmes in areas including job and business creation.

Year on year we are successfully delivering high quality economic development, property and business services to a growing customer base across the South West.

Our company values are at the heart of everything we do, therefore we are looking to recruit someone who shares and demonstrates our values of empowerment, respect, integrity and adaptability.

Enterprise South West focusses on Small Business Support through affordable workspace solutions and Business Advice to help them start, grow and thrive.

**The Role**

Enterprise South West (part of TDA Group) are looking to appoint to the post of Business Relationship Manager, on a permanent basis for 37 hours per week.

This is an interesting and varied senior role within an ambitious company. The job will involve travel within the South West region to support delivery of our ambitious growth plans, as well as travelling to our centres across Somerset and Devon. meeting some of the amazing small businesses that are thriving in the area.

The key purpose of this role is to:

* To support delivery of the ESW Business Plan through provision of high-quality business support, developing new business partnerships and working flexibly on a range of related projects
* To work with Somerset Enterprise Centre tenant businesses, as well as the wider business community across Devon and Somerset, providing support and advice to enable growth and development
* To develop partnerships with new organisations across the South West with the aim to secure contracts and/or accessing ESW services for workspace and business support solutions as well as wider TDA Group services such as Property Services and Estates
* To support and troubleshoot Ad Hoc projects that require special assistance across the TDA Group
* To work with the Operations Manager to build a development strategy, taking responsibility for proactively developing effective working relationships with external organisations such as Local Government organisations to secure new contracts that will bring income to services across the TDA Group
* To take a lead role in working with the both the Operational and Business Adviser team to develop packages of support for businesses and strategic partnerships
* To lead the Business Advisor Team to develop and deliver workshops and training to client businesses and identify new opportunities for associated interventions relevant to Economic Development priorities
* To work with the TDA Economy and Enterprise team to provide support to the delivery of Torbay economic plan, identifying opportunities for assistance
* To contribute to the monitoring and evaluation of information, data and performance indicators necessary to ensure continuous improvement of the service, including maintaining ESW/TDA’s customer relationship database, records and progress reporting
* To participate in the development of other employment and labour market programmes, sharing knowledge within the team and ensuring that client businesses are aware of these programmes

**The ideal candidate:**

* Degree in Business, marketing or related field or equivalent experience
* Expert understanding of commercial investment decisions
* Extensive experience of business development delivery
* Advanced knowledge of how to prepare a business plan including areas such as budgeting, forecasting, and marketing, and the ability to analyse and assess a business plan and offer recommendations to improve
* Expert knowledge of economic challenges in the Southwest
* An understanding of public sector policy and way of working
* An understanding of the current policy and regulatory environment for business
* Expertise in advising businesses or running your own business across a range of disciplines including marketing, sales, financial management
* Experience of working in a business context in an operational, advisory or management capacity
* Proven experience of working in a B2B sales environment
* Ability to develop and maintain professional and local networks

**Benefits**

As part of our commitment to making TDA Group a great place to work, we offer a comprehensive rewards and benefits package including:

* Salary 36,371 - £39,571
* 25 days paid holiday entitlement (plus bank holidays), increasing with length of service
* Hybrid working
* Great working environment with flexible hours
* A wide range of lifestyle discounts and health and wellbeing benefits
* Option to buy and sell annual leave
* Learning and development opportunities
* Company Pension scheme

For an informal discussion about the role please contact Ges Green, Operations Manager on 07881 011778

Closing date: 19th June 2022