



New Business Director

Role overview

As a New Business Director, you will actively seek out and engage with new prospects. The goal is to drive sustainable financial growth by boosting sales and forging strong client relationships. You will be responsible for building the new business pipeline and closing new opportunities.

At Thriiver, we're excited about the future. Since 1997, we've been empowering individuals with disabilities and neurodiversity in the workplace. Partnering with businesses, we build inclusive cultures where everyone thrives together. We help businesses at all stages of their journey to neuroinclusion.

Our products and services include:

- Consultancy
- Awareness training
- Assistive technology provision and training
- Workplace strategy coaching

At Thriiver we have seen an increase in companies who are aware of the benefits of having neurodiverse teams and many large household names now actively recruit people who are neurodiverse.

Due to Thriiver's extensive experience in this sector, we are very well placed to significantly increase our revenues year on year. This year's revenues are up by 50% and we need to appoint someone with the energy, enthusiasm and passion to help us maintain our growth by connecting with businesses to help them understand why utilising neurodiverse talent is essential to their growth plans.

Responsibilities:

The Business Development Manager will:

- Be responsible for generating sales revenue from new clients.



- Reach out to prospective clients and educate them on the full suite of Thriver products to drive revenue and expand our reach in the private sector.
- Develop strong relationships with clients to enable account growth and retained revenue.
- Arrange and meet with prospective clients/ customers face-to-face, over the phone or via Teams or Zoom.
- Create a sales pipeline.
- Understand the needs of your customers and be able to respond effectively with a plan of how to meet these needs.
- Have a good understanding of Thriver's products and services and be able to advise others about them.
- Foster and develop long-term relationships with customers/clients.
- Achieve agreed upon sales targets and outcomes.
- Attend seminars, conferences, and events where appropriate.
- Discuss promotional strategy and activities with the marketing department.
- Keep up to date with industry best practices, new products, and industry hot topics.
- Demonstrate Assistive Technology to prospects as required.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Negotiate pricing with customers, and suppliers in some cases.
- Carry out sales forecasts and analysis and present your findings to senior management/the board of directors.
- Keep records of sales, revenue, invoices, customer details, and activities in Thriver CRM.
- Think strategically - seeing the bigger picture and setting aims and objectives to develop and improve the business.



Experience:

- Proven working experience as a business development manager, account manager, or a relevant role.
- Proven sales track record in winning new business.
- Experience selling to and presenting to senior teams within large organisations.
- Proficiency in MS Office and CRM software (e.g. ACT).

Skills

Essential

- Strong interpersonal and communication skills.
- Strong written and verbal skills.
- Ability to build trust and rapport with customers and the wider team.
- Effective negotiation and persuasion techniques.
- Efficient time management and planning.

Desirable

- Market knowledge (e.g. training, coaching, HR, DE&I).
- Knowledge of neurodiversity and/ or disability.
- Knowledge of Assistive Technology

We are committed to accommodating reasonable adjustments during the recruitment process. If you require any adjustments or have specific requests, please contact Lucy Amortegui. We also offer reasonable accommodations within the role to ensure inclusivity and equal opportunity for all candidates and employees.