**Business Development Manager – Partnerships**

**Salary: between £35,000 and £40,000 depending on experience**

**12-month FTC (Maternity Cover) - 35 hours per week**

**Location – Princes Risborough, Buckinghamshire, HP279LE (travel and occasional nights away in addition)**

The Association for Project Management (APM) is the Chartered body for the project profession. APM is a registered educational charity with over 30,000 individual and 500 corporate members making it the largest professional body of its kind in Europe. APM is committed to developing and promoting a professional approach to project management through our broad offering of professional membership, qualifications, publications, resources, research and events. In October we admitted the first cadre of Chartered Project Professionals to our register. Our vision for the profession is ambitious, challenging and radical. Above all, it reflects what society expects: a world in which all projects succeed.

The successful candidate will be responsible for increasing the number of new Corporate Partnership accounts/sales, supporting growth in individual memberships, qualifications, events and any other activities as identified in the Commercial Policy. This role will also be responsible for revenue generation from corporate partnership sales across all sectors (existing and new).

You will be a competent professional, with proven experience and a track record of B2B sales and management experience. Experience in developing, selling and managing integrated membership benefit programmes to a wide range of organisational types is desirable. Knowledge of the discipline of project and programme management and an awareness of what it takes to work and succeed in the charity and professional association sector is also desirable.

Effective Internal and external communication is a key requirement of the role so you will be required to have proven presentation and public speaking skills. You must be highly commercially, financially and IT literate. A current clean driving license is essential and the successful individual will be required to spend some time away from home.

This is a key position within our organisation which offers an excellent and exciting opportunity to make your mark. If you feel you have the skills, experience and passion we are looking for we look forward to hearing from you.

*The Association for Project Management (APM) is a membership association, professional body and charity. It was first incorporated in 1972 and obtained its Royal Charter on 1 April 2017. The object of APM is ‘to advance the science, theory and practice of project and programme management for the public benefit’. Detail on APM and its Charter can be found at apm.org.uk.*

**If you are interested in this opportunity and feel you have the necessary skills and expertise to work with APM please send your CV by the closing date 29th January 2020 to e-mail:** [**recruitment@apm.org.uk**](mailto:recruitment@apm.org.uk) **.**

***Main benefits at APM:***

* 25 days holiday (excluding all public holidays). This increases with length of service – by one day after four years’ service, then another day every other year, to a max of 30 days per year).
* Private healthcare and dental cover is available after completion of six-month probationary period. APM pays the premium for the employee. This becomes a 'benefit in kind’.
* Pension scheme offered in line with auto enrolment. APM can contribute up to 7% of your salary depending on your own contribution. APM will contribute a minimum 4% of your salary. The pension scheme is available as a salary sacrifice.
* There is a sick pay scheme which pays up to 30 days (pro-rated for part time employees) full pay for sickness absence in a rolling 12 months period, payable after probationary period.
* Life assurance at four times the salary.
* Salary sacrifice schemes – cycle to work scheme, additional annual leave (up to 10 days), and pension scheme.
* Free parking – this is not guaranteed.
* Employee Assistance Programme
* Performance Related Pay (PRP) scheme. The discretionary bonus will take account of individual performance as well as APM’s overall financial performance