

# BUSINESS DEVELOPMENT DIRECTOR

## ROLE BRIEF

### BACKGROUND

The Sodexo Integrator business was created to service the DWP Integrator contract which was won by Sodexo in June 2017 and began delivery in April 2018. The Integrator business sits within the Government & Agencies UK&I segment and is represented at segment Board by the Managing Director who reports to the segment CEO.

Following a successful first year of delivering the DWP Integrator contract, the Integrator business is seeking to explore growth opportunities primarily (but not exclusively), within the Government & Agencies market. In order to do this, the business is seeking an interim Business Development Director to support the Integrator Managing Director and Senior Leadership Team in pre-sales business development.

The Integrator is a business proposition that provides end-to-end outsourced professional property management. The Integrator creates a single, fully integrated (people, systems, process), operating platform to manage client property portfolios and the supply chains that are required to service them. The Integrator provides outsourced professional property management across Asset Management; Estates Strategy and Portfolio Planning; Space Management; Real Estates Management; Capital and Life-cycle Investment Planning; Life-cycle and Capital construction Programme and Project Management; Supply Chain Management; Property and Operations Management; Audit & Assurance Services; Finance Management and Helpdesk Services.

### ROLE BRIEF

- Reporting to the Integrator Managing Director with professional support and guidance from the Government & Agencies Sales Director
- Responsible for developing leads, suspects and prospects into pre-sales and sales opportunities, meetings and client engagements at a senior level (C-Suite, Senior Civil Servant – SCS1, 2 and Director General) for both economic and operational buyers
- Responsible for developing and engaging with an internal Sodexo network and creating a pipeline of opportunities in other segments with existing clients
- Responsible for engaging Integrator and segment stakeholders where appropriate, including the Service Delivery Directors and Head of Communications to deliver the responsibilities described herein
- Responsible for establishing and leading a light-touch governance group (Integrator Growth Leadership Team)
- Responsible for creating, maintaining and reporting progress against a simple Business Development Plan that will also include (supported by the Integrator Head of Communications), a high-level marketing and communications schedule of objectives and activities. To include high-level market and competitor analysis and insight.
- Responsible for the updating, maintaining and strategic reporting of the Integrator pipeline of opportunities within the Group CRM application (NB CRM administration support is provided)

### PERSON SPECIFICATION

- Proven record of successful business development in property management
- Demonstrable network in the property sector
- Proven record in Public Affairs and demonstrable network in Central Government, Local Government and the wider public sector
- Self-starter and able to work independently
- Able to create trust and report with senior stakeholders
- Well organised, well presented and able to create high quality products and outputs when required to do so
- Membership of one of more relevant industry bodies and/or lobby group

Role required for an immediate start on an interim/project basis for an initial 6-month period. Package and incentive negotiable.