



Regional Development Manager-Midlands

Starting salary – Competitive, up to depending on knowledge, skills and experience + car/cash allowance.

Home/Field based with regular travel and occasional overnight stays.

Led by employers, Semta’s job is to transform the skills and productivity of the people who power our engineering and advanced manufacturing technologies sectors, enabling UK industry to compete on the global stage. We bring together employers and education to focus action on skills.

Purpose of the Role

This new role within the Commercial Department will be responsible for driving and securing new customer acquisitions across the designated region of responsibility focusing on increasing revenue from existing products and services across the Group with a focus on EAL & SAS.

Reporting to the Head of Commercial initially then transfer to the National Commercial Manager this role will be responsible for proactively identifying, driving and securing new business opportunities predominantly across the designated region in England to increase both revenue streams and new customer acquisition across the Semta Group in line with budget expectations.

Essential	Desirable
<p>Experience:</p> <ul style="list-style-type: none"> • Strong commercial understanding and acuity, with the ability to identify and deliver profitability; identify and seize opportunities for business benefit • Experience of working in a business sales environment with proven evidence of setting and achieving sales targets • Knowledge, understanding and experience of the advanced manufacturing and engineering sector and associated industries(Building Services) • Sales background with proven track record in delivering KPIs consistently over time • Demonstrable evidence of generating and delivering demand led initiatives with a successful outcome. • Excellent stakeholder relationship skills; adept at influencing, challenging and negotiating to gain the confidence of partner organisations and senior stakeholders, across organisational boundaries • Able to rapidly build and establish trusted networks to unblock challenges and, where necessary, resistance with strong problem solving capabilities • Excellent communication skills, both verbal 	<ul style="list-style-type: none"> • Knowledge, understanding and experience of the skills infrastructure, government structures and initiatives in Education and employment • Demonstrable evidence of generating and delivering new products and services to meet client’s needs. • Experience of vocational education sector • Experience of awarding organisations



and written	
Skills (relevant professional qualifications/practical skills): Technical/role specific: <ul style="list-style-type: none">• Degree level or equivalent• Sales training• Bid development skills• Management skills•	

For further details and an Application form please contact Emily Williams on email HR@Semta.org.uk, call our HR team on 01923 652387 or by post at Human Resources, Unit 2 The Orient Centre, Greycaine Road, Watford, Hertfordshire, WD24 7GP.

Closing date for applications will be 12th January 2018.

Semta is committed to Safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment.