**JOB DESCRIPTION**

**Job Title:** Business Development Manager

**Reports to:** Operations Director

**Purpose of Job:** To identify new business opportunities with potential new clients and manage the sales process through to a successful conclusion.

**Main Duties:**

* To meet personal targets on existing revenue streams and build new revenue **s**treams
* To identify new strategic business opportunities for Zesty
* To write proposals for potential clients.
* To liaise with technical personnel in order to understand and meet client requirements and expectations for project delivery and ongoing service
* To present Zesty, its ethos and its capabilities in a highly professional manner
* To work closely with the other teams in Zesty to help maximize opportunities across the business
* To help develop, implement and assess marketing campaigns for specific products and services
* To attend industry events and business networking groups to assist in developing Zesty’s market profile
* To perform other ad hoc duties as required