



THE PERSON

Business Development Manager

Criteria	Essential / Desirable	Method of Assessment
Qualification		
Level 4 or 5 standard of education (e.g. Certificate/Diploma of Higher Education or HNDs) or equivalent experience.	E	
Princes2 Foundation (Level 6) or equivalent relevant project or change related qualification.	E	
BA Business Management or equivalent relevant related qualification.	E	
Knowledge & Experience		
Knowledge and experience of project/programme management and principles.	E	
Experience of working on Fleet, Estate or Technical Services Projects or within the Emergency Services sector.	D	
Experience of managing a diverse group of staff to ensure effective service delivery.	E	
Experience of managing changing priorities and situations.	E	
Experience of planning the use of resources and contributing to financial decisions.	E	
An understanding of the Fire and Rescue Service and working with Trade Unions.	D	
Skills & Abilities		
Ability to manage projects demonstrating excellent planning and organising skills.	E	

Person Specification

Able to develop relationships: building good relationships with current and potential customers is crucial.	E	
Excellent written, verbal and presentation skills including the ability to produce and share complex information.	E	
Able to analyse and interpret data and information to support decision making.	E	
Excellent level of interpersonal and negotiation skills, able to communicate professionally and tactfully to build constructive relationships.	E	
Can effectively balance own work, priorities and deadlines against managing team(s).	E	
Able to identify the need to change and successfully lead teams through periods of change.	E	
Able to use professional judgement and diplomacy to make decisions.	E	
Other		
The ability to travel around the county will be required (UK driving licence).	E	
Willingness to work flexibly.	E	
Committed to safeguarding and promoting the welfare of children, young people and vulnerable adults.	E	
Contribute to a positive working environment ensuring commitment to equality and diversity.	E	