**Business Development/Recruitment Consultant**

£24k - £28k pa - Full-time

Convince us that we need you to work for us!

People are what matters to us. If your focus is on generating and growing new business opportunities, our focus will be on ensuring you achieve it.

As a Business Development Consultant, you will have the responsibility to develop and manage business relationships to build opportunities for all. Your ability to develop positive interactions with both employer partners and our applicants to deliver the best outcomes is essential. A key focus will be on maintaining these relationships and growing business development success. You must be a good communicator, have excellent organisational skills and have experience in sales/marketing or business development

You will be generating leads and winning new clients, sourcing great candidates and building your network. It’s a challenging and demanding role, but one of the most rewarding!

***The Role***

* Contacting potential clients and establishing new relationships
* Meeting clients face to face, understanding their business needs
* Identifying and building relationships and networks to support the promotion of Apprenticeship training
* Advertising, and finding clients and candidates through different sources
* Speaking with candidates and employers, fact finding and managing their expectations
* Seeing the recruitment process through to sign up stage and completion of course
* Handling negotiations on, start date, programme delivery and any other factors
* Liaising with and supporting employers and Apprentices throughout their contract training time.

***What I need from you:***

* Educated to degree level (desired but not essential)
* Bright and confident personality
* Organised and driven with clear goals
* A good work ethic / ambitious and enthusiastic
* Must have a clean driving licence and access to a car (travel throughout Northern Ireland is part of the job)

***Benefits we offer include:***

* Competitive salary
* Great staff pension scheme
* 240 hours of annual leave
* Flexible working
* Access to our confidential Employee Assistance Programme.
* Mileage allowance

But do not take our word for it …. Call and speak to one of our current team …

The closing date for receipt of completed applications is 01 October 2022.

Please send your CV to beth@bctl.org

Successful applicants will be required to undertake an enhanced disclosure by the DBS.

Belfast Central Training is committed to safeguarding and promoting the welfare of children, young people and adults and expects all staff to share this commitment.

Belfast Central Training is committed to promoting equality of opportunity and access for all, irrespective of age, background, race, gender, religion, ability, disability or sexuality. We welcome applications for employment from the whole community.