

Northamptonshire Chamber

Personnel Specification

Job Title: Head of MK Business Development

Department: Business Development

Candidate:

**Date of
Interview:**

Criteria for Selection	Score					
<i>Essential Criteria</i>	1	2	3	4	5	6
1. 5+ years of experience in strategic partnerships, business development, or sales.						
2. Commercial acumen - able to seek and spot opportunities, with a background in b2b sales.						
3. Proven track record of successfully negotiating and managing high-value partnerships.						
4. Strong analytical skills to assess market trends and partnership performance.						
5. Team spirit - a strong sense of 'cross-functional collaboration'.						
6. Solutions orientated - the desire to overcome hurdles and ability to problem solve.						
7. Customer focussed - possess excellent interpersonal and communication skills, with the ability to build long-lasting relationships.						
8. Goal-driven - determined to meet and exceed targets, with an exciting new year ahead.						
9. High levels of drive and self-motivation						
10. Excellent communication and negotiation skills, with an excellent telephone manner						
11. Flexible approach to working hours						
12. Well organised and with good time and project management ability						
13. Access to own transport						
Essential Totals (X2)						
<i>Desirable Criteria</i>						
1. Knowledge of membership organisations.						
2. Knowledge MK and its economy.						
3. Clean driving licence.						
4. Experience in marketing, public sector or events management.						
Desirable Totals						

1 - Untested

2 - Unacceptable

4 - Acceptable to perform job

5 - Slightly more than acceptable

3 - Aptitude to perform with training

6 - Much higher than acceptable