

Business Development Executive

Central London

£35,000 – £40,000 plus benefits

Initially 12 months fixed term with the potential for a permanent role.

ABOUT SCI

The Society of Chemical Industry (SCI), a registered charity, is an international forum where science meets business. Established in 1881 SCI's main charitable objective is to accelerate science out of the laboratory to address the key societal challenges facing society today. SCI does this by facilitating open innovation, identifying and promoting emerging technologies in the areas of climate and planet and health and wellness, and by providing support for the next generation of scientists and engineers.

SCI runs over 60 conferences and events each year and has a range of publishing and award activities. Today, SCI has members in over 70 countries and with over 900 companies and many academic institutions represented in our network.

THE ROLE

We are seeking a passionate and results-oriented Business Development Executive to join our team. In this role, you will play a key part in securing revenue streams that support the Society's mission and strategic goals. You will be responsible for developing and managing a comprehensive business development strategy across four key areas:

- **Sponsorship Sales:** Identifying and cultivating relationships with potential corporate sponsors to secure funding for Society events, awards, and publications.
- **Room Hire:** Building and maintaining relationships with event organizers seeking to utilize our facilities for conferences, workshops, and meetings.
- **Advertising Sales:** Developing and executing a sales strategy to sell advertising space in our scientific publications and on our digital platforms.
- **Subscription Sales:** Expanding the reach and revenue generated through our scientific journals and other membership benefits.

Responsibilities:

- Develop and implement a data-driven business development strategy to achieve annual revenue targets across all four areas.
- Conduct market research to identify new business opportunities and understand the needs of potential clients.
- Build and maintain strong relationships with potential and existing clients.
- Develop and deliver compelling sales presentations tailored to each revenue stream.
- Manage the sales cycle from initial contact through negotiation and contract finalisation.
- Oversee the production of marketing materials specific to each sales channel.
- Track and analyse sales data to measure performance and identify areas for improvement.
- Collaborate with internal teams including marketing, publications, and events to ensure a cohesive sales approach.

The role is based on our office in Belgravia. We currently operate a hybrid working pattern of two days a week at home and three in the office.

Qualifications:

- Bachelor's degree.
- Minimum 3-5 years of experience in business development or a related sales role.
- Proven track record of exceeding sales targets in a competitive environment.
- Excellent communication, presentation, and interpersonal skills.
- Strong analytical and problem-solving abilities.
- Ability to work independently and as part of a team.
- Experience working in a non-profit or mission-driven organisation (a plus).
- Understanding of the scientific community and its needs (a plus).

Benefits:

- Competitive salary
- Market leading pension plan
- Opportunities for career growth and advancement
- Dynamic and collaborative work environment

To Apply

- Please apply by sending your CV and a covering letter detailing your experience and confirming your right to work in the UK to Pauline Bannon email address: execpa@soci.org by 30th August 2024. Please note we will only contact suitable candidates.

