

ABOUT STRATEGY&CONSULT PROFESSIONAL SERVICES LTD

Strategy&Consult Professional Services Ltd is a professional advisory and consulting firm providing end-to-end advisory and consulting solutions that help organisations navigate complexity, manage risk and achieve sustainable growth. With multidisciplinary expertise, advanced analytics and deep regulatory understanding, the firm supports financial institutions, government entities, private enterprises and regulated organisations in making informed decisions, enhancing governance and building long-term resilience.

Role Purpose:

The Business Development Manager will be responsible for planning, developing and executing Strategy&Consult's business development strategy across consulting, advisory, financial, regulatory and corporate service lines.

The role is responsible for identifying market opportunities, developing new client relationships, managing key accounts, building a qualified opportunity pipeline, preparing and negotiating commercial proposals, and supporting revenue growth across the firm's target sectors.

The successful candidate will work closely with senior management, consultants and external stakeholders to expand the firm's client base, strengthen market positioning, develop strategic partnerships and support the achievement of annual revenue and growth targets.

Job Title:	Business Development Manager		
Job Code:	3556	Grade:	G4
Department:	Business Development	Section:	Sales and Client Development
Reporting:	Managing Partner	Location:	London / Canterbury, United Kingdom / Hybrid
Job Type:	Full Time, Permanent	Reference ID:	S&C/BDM/3556/05/26

Key Responsibilities:

- Develop, implement and monitor business development strategies to support revenue growth, client acquisition, market expansion and service-line development.
- Identify priority sectors, client segments, geographic markets and new business opportunities for the firm's consulting, advisory, financial, governance, regulatory and corporate services.
- Build, manage and maintain relationships with prospective clients, existing key accounts, senior decision-makers, referral partners and professional networks.
- Lead client acquisition activities, including market mapping, prospect identification, outreach planning, introductory meetings and opportunity qualification.
- Manage the business development pipeline from lead generation through to proposal submission, client follow-up, negotiation and expected revenue conversion.
- Conduct market research, competitor analysis and client needs assessments to identify growth opportunities and support the firm's commercial positioning.
- Prepare, coordinate and review business proposals, credentials packs, capability statements, engagement letters, commercial submissions and client presentations.
- Work with senior management and consultants to convert client requirements into clear scopes of work, deliverables, timelines, pricing structures and delivery plans.
- Lead or support client meetings, presentations and commercial negotiations, including discussions on fees, contract terms, engagement scope and service expectations.
- Monitor performance against agreed business development targets, including pipeline value, proposal conversion, revenue forecasts, client acquisition and recurring business opportunities.
- Prepare regular business development reports for senior management covering leads, prospects, client meetings, proposal status, conversion rates, revenue opportunities and market feedback.
- Maintain accurate CRM records and business development documentation, including client contacts, meeting notes, proposal tracking, follow-up actions and commercial pipeline updates.
- Support the development of marketing materials, service brochures, credentials documents, LinkedIn content, client campaigns and brand-positioning initiatives.

- Represent the firm professionally in networking activities, strategic partnership discussions, client meetings and market engagement opportunities.
- Coordinate with internal teams to ensure client requirements are understood, commercial commitments are realistic and proposed services can be delivered effectively.
- Ensure all business development activities are conducted ethically, confidentially and in line with company policies, commercial objectives and professional standards.

Required Skills and Experience:

- Proven experience as a Business Development Manager, Sales Account Manager, Client Relationship Manager, Commercial Manager or similar business development role.
- Strong experience in B2B business development, preferably in consulting, professional services, advisory, financial services, regulatory, audit, accounting or corporate services.
- Ability to develop and execute business development strategies, sales plans and client acquisition initiatives.
- Strong understanding of client relationship management, key account management, pipeline management and proposal development.
- Proven ability to identify senior decision-makers, develop relationships and convert opportunities into signed engagements.
- Strong commercial judgement, negotiation skills and ability to discuss fees, scope, deliverables and engagement terms with clients.
- Excellent communication, presentation and interpersonal skills, including confidence in dealing with senior management and C-level stakeholders.
- Strong market research, competitor analysis and opportunity assessment skills.
- Ability to prepare professional proposals, reports, client presentations and commercial summaries.
- Good working knowledge of CRM systems, Microsoft Office, PowerPoint, Word and Excel.
- Ability to work independently and collaboratively with consultants and senior management under tight deadlines.
- Strong attention to detail, professional discipline and ability to maintain accurate business development records.

Desirable Experience

- Experience in consulting, financial services, governance, risk, compliance, accounting, audit, regulatory advisory or corporate finance environments.
- Experience selling advisory, consulting, finance, governance, risk, compliance, regulatory or professional services solutions.
- Experience preparing proposals, engagement letters, credentials packs, business development presentations and client pitch materials.
- Existing network across financial institutions, regulated entities, private companies, investors, professional firms or public sector organisations.
- Experience working with senior executives, boards, business owners, investors or professional advisers.
- Understanding of UK, GCC or Saudi business environments would be advantageous.
- Arabic language capability is advantageous but not mandatory.

Qualifications

- Bachelor's degree in Business Administration, Marketing, Management, Finance, Economics or a related discipline.
- MBA, professional business development qualification, sales qualification or relevant postgraduate qualification is desirable.
- Equivalent professional experience in business development, client relationship management, consulting or B2B sales may also be considered.

What We Offer:

- Competitive salary and benefits package.
- Opportunity to contribute to the growth of a professional advisory and consulting firm.

	<ul style="list-style-type: none"> • Exposure to senior-level client work across consulting, financial, regulatory and corporate advisory sectors. • Career development and progression opportunities. • Collaborative and professional working environment. 	
How to Apply:	<p>Interested candidates should send their CV and a short covering note to Strategy&Consult Professional Services Ltd.</p> <p>Email: careers@strategyandconsult.com</p> <p>Email Subject: Application – Business Development Manager.</p> <p>Candidates may also apply through the careers section of our website: Website: https://strategyandconsult.com/careers</p>	
Application Deadline:	15 June 2026	Expected Start Date: 15 July 2026
Equal Opportunities		
<p>Strategy&Consult Professional Services Ltd is an equal opportunities employer. We welcome applications from suitably qualified candidates regardless of background, nationality, gender, age, disability, race, religion or belief.</p>		