

Job Description

Job Title:	Business Development Lead (Education)
Group:	Operations
Dept/Project/Service:	Business Development
Reports to:	Head of Business Development
Responsible for:	N/a
Usual office base:	Regional edt office, with flexibility for hybrid working
Grade:	edt Grade 3

Job Purpose:

Hold accountability for overseeing all Education opportunities globally with the aim of securing new, high value, profitable and strategically important business. Edt's core business areas are the UK (England), the Middle East and North Africa (MENA), Sub-Saharan Africa (SSA) and South-East Asia (SEA). This role will primarily focus on MENA and the UK but will be expected to encompass all regions as/when opportunities arise.

Work closely with the Head of Business Development, Business Development Project Management colleagues, and Regional/Operational leads to qualify opportunities and agree mutually suitable ways of working to pursue each one (proactive market development and bid development).

Take responsibility for the full opportunity life cycle, including pre-positioning, leading solution design, partnership development, bid and proposal writing, client presentations (producing and delivering), managing bid teams, and collaboration with Business Development Project Management colleagues and operational teams to ensure the successful mobilisation of new contracts.

Job Objectives:

1. Lead the global business development strategy for Education:
 - a. Work with the Head of Business Development and Regional/Operational Leads to:
 - i. Develop, quality assure, implement, and continuously review the global growth strategy for Education, ensuring edt is well positioned to capitalise on new opportunities in the sector.
 - ii. Lead the collation and strategic analysis of market information, including client, competitor, and country/region-specific analysis to inform decisions.
 - iii. Undertake key client and partner relationship management across edt's regions, supporting proactive market development opportunities and positioning for new bids/proposals.
 - iv. Engage with Finance colleagues to ensure new business projections are regularly reviewed and analysed against budget, raising and addressing risks.
2. Lead Education opportunity development:
 - a. Play a significant role in identifying and sourcing new business through Education opportunity tracking and management globally, working with the Business Development Analyst.
 - b. Take responsibility for deciding which opportunities to pursue and which to decline, in line with the Business Development strategy for Education and in collaboration with Regional/Operational Leads.
 - c. Lead new business opportunities in Education, taking responsibility and accountability for the successful production of high-quality bids and proactive market development submissions. This includes overall solution design, stakeholder engagement, partnering, bid/proposal writing, client presentations (producing and delivering), and commercials.
 - d. Delegate leadership of select new business opportunities, as appropriate (e.g. to Research team colleagues), retaining oversight of the solution and the ultimate quality of the bid/proposal, and supporting resolution of risks/issues.
 - e. Work closely with the Business Development Project Management team to effectively manage complex, multi-disciplinary teams, including internal and external stakeholders.

- f. Support business development activity for global Skills opportunities, if required.

3. Support contract mobilisation:

- a. Work with Business Development Project Management colleagues to ensure the successful transition from bid submission to contract mobilisation, providing solution insights as needed.

Scope:

Some travel will be required for opportunity development purposes, including in the UK, Middle East and Africa.

The role is likely to involve working outside of standard work hours during the peak periods of Business Development activity.

Person Specification:

Knowledge

Essential:

- Excellent political and strategic knowledge of the Education sector(s) in at least one of edt's core regions listed above
- Excellent knowledge and understanding of bid development processes, tools, and techniques
- Excellent knowledge and understanding of proactive market development processes, tools, and techniques
- Excellent commercial awareness

Desirable:

- Good knowledge of the Education sector(s) and the funding landscape for education programmes in MENA and/or the UK
- Good knowledge of the Education sector(s) in at least two of edt's core regions
- Relevant post-graduate qualification

Experience

Essential:

- Demonstrable experience in a business development environment with success in securing high value Education contracts in at least one of edt's core regions listed above

- Significant experience of market analysis, strategy development, client positioning and relationship management, proposal development, partnership development, and stakeholder management
- Significant experience of successfully leading the design of effective solutions, effectively drawing on multiple individuals and teams to do so
- Proven senior people management and leadership experience, including the ability to influence a range of internal and external stakeholders at all levels
- Experience of leading, managing, and developing multi-disciplinary teams to meet or exceed targets, creating an environment which maximises a project team's potential

Desirable:

- Experience of working in a Business Development role for projects/programmes to be delivered in MENA and/or the UK
- Experience of working directly in the Education sector in any region

Skills

Essential:

- Outstanding ability to think strategically and creatively to design fit-for-purpose solutions that meet commercial and client expectations
- Excellent stakeholder management skills, including the ability to influence at senior management level and work collaboratively across organisational departments
- Numerate, with the ability to analyse complex sources of data and understand commercial programme design considerations
- Excellent presentation, negotiation, and client engagement skills
- Confident with making difficult decisions
- Excellent verbal and written communications skills in English, including specifically bid and proposal writing
- Strong ability to work under pressure to tight deadlines
- Ability to represent edt credibly at the highest levels with key clients and external contacts, primarily in the Education sector

Desirable:

- Foreign language skills

Our Values



EDT is committed to safeguarding and promoting the welfare of children and adults whom we work with and come into contact with around the world. All applicants are subject to thorough screening and successful candidates are subject to the relevant level of criminal record checks with national police authorities or the UK's Disclosure & Barring Service (DBS). This will be at minimum a basic DBS check.

EDT also participates in the Inter Agency Misconduct Disclosure Scheme, and we may request information from relevant job applicants' previous employers about any findings of sexual misconduct, including harassment, during employment or incidents under investigation when the applicant left employment. By submitting an application, the job applicant confirms their understanding of these recruitment procedures.