



Greater Manchester
Chamber of Commerce

Live Vacancy

Role – Projects & Partnership Development Manager

Salary – £35,000 (4-day week)

Reporting to – Membership Management Team

Working Hours – 30 / 4 Day Week

The award-winning Greater Manchester Chamber of Commerce provides first-class business support to a diverse Membership of companies from all sectors. Greater Manchester Chamber of Commerce is the UK's largest Chamber of Commerce working with over 4,200 business members accounting for over a third of the Greater Manchester workforce. The Chamber is focused on helping businesses to thrive locally, nationally, and globally. Located in the iconic Grade-II listed Elliot House on Deansgate – the Chamber provides an opportunity to work at the heart of the city centre while supporting all areas of the region. We are an Investors in People Gold accredited organisation with a focus on developing our staff by providing a vibrant and enjoyable working environment.

Job Summary

In this role you will be responsible for securing, cultivating and nurturing partnership relationships, identifying sponsorship opportunities and generating income through tailored made research packages to drive commercial growth for the Chamber of Commerce. This role requires a seasoned sales professional with a keen ability to identify and secure high-value opportunities through strategic prospecting and detailed client needs analysis. Working with the Head of Business Development and the Deputy Director of Research, the Projects and Partnership Development Manager will play a pivotal role in promoting Chamber Services, maximising revenue streams and expanding the Chamber's reach within the business community.

This position operates on a 4-day working week and is a hybrid role, primarily based at Elliot House offices and working from home



Duties & Key Responsibilities

- Develop and maintain strategic partnerships with business contacts to generate revenue for the Chamber
- Identify and capitalise on sponsorship opportunities for Chamber events, initiatives and research projects
- Completing full sales cycle for opportunities from identification/prospecting through to secure payments
- Proactively generate leads, conduct thorough needs assessments and propose appropriate commercial solutions to prospects
- Proactively developing your network of contacts with a direct focus on sales generation.
- Prepare and deliver compelling sales presentations, proposals and quotations to effectively communicate the value proposition of Chamber services
- Utilising existing client base to identify and secure new opportunities for the sale of sponsorship, commercial opportunities, bespoke research projects and partnerships.
- Develop bespoke packages where relevant to achieve maximum revenue generation for the Chamber
- Close sales by securing payment and finalising contractual agreements with clients
- Stay updated on industry trends, market dynamics and competitor activities to identify new opportunities for revenue growth
- Collaborate closely with internal teams to ensure alignment of sales activity with the Chamber's objectives and priorities

Key Skills & Standards

- Confidence with all elements of the sales cycle from lead identification through to closure of sale
- A strategic thinker with a results driven approach - comfortable working to sales targets & KPI's
- Professional manner, attitude, and a flexible approach to work
- Confident and professional ability to use persuasive communicate skills and build relationships.
- Excellent communication, negotiation and presentation skills
- Proven track record of successful sales experience, particularly in identifying and securing high-value opportunities
- Proficient in use of Customer Relationship Management (CRM) and Microsoft Office suite
- The ability to work with sensitive and confidential information in a professional manner.
- To uphold high ethical standards in all interactions with customers and colleagues

Greater Manchester Chamber of Commerce is a committed Equal Opportunities Employer. A copy of our policy can be requested.

Should you wish to apply for this role, please send a cover letter and CV to MMT@Gmchamber.co.uk