

**External Advert**

**Enterprise and Skills**

**Business Development Manager**

**Reference: WCSR0001139**

**Cross Campus role**

**Full Time, Permanent**

**Grade 9, Salary: £47,438 - £51,848 pa**

West College Scotland is committed to being at the forefront of national business development and innovation. Winners of multiple awards, including The Herald's Top Employer Award for our pioneering use of Digital Technologies, we are one of the largest colleges in Scotland with campuses in Clydebank, Greenock and Paisley.

The College plays a key role in engaging with businesses, employers and industry bodies across the West region to provide tailored training and development, upskilling and reskilling, and innovation opportunities.

We are looking to recruit a Business Development Manager to drive and expand our sector leading activity. This key externally focused management role involves supporting the College's income and commercial targets, building sustainable relationships, and engaging with current and potential clients to meet the needs of our region's business and industry sectors.

You will be proactive, and solutions driven and have significant business development experience with a proven track record of generating income, experience of preparing and managing business proposals and tenders. Skills in developing effective team-working, supporting and motivating staff and enhancing a positive culture are essential.

You should have a degree and/or professional qualification (or equivalent) and evidence of relevant continuing professional development (CPD).

You should also have experience of engaging with clients, employers and other stakeholders as well as generating new sales and long-term partnerships with key accounts.

**We are an inclusive place to work**

At West College Scotland we are ambitious about Equality, Diversity, and Inclusion. If you've got the right skills and qualifications for the job, we want to hear from you. We encourage applications from all candidates regardless of age, disability - visible and non-visible including neurodiversity, gender

identity, marriage and civil partnership, pregnancy and maternity, race religion or belief, sex, or sexual orientation. Click [here](#) to find out more.

### Benefits of working with us

This is an excellent opportunity to join one of Scotland's sector leading colleges. The College offers an outstanding benefits package including:

- Generous holiday entitlement - 45 days holiday (pro-rata) (including bank & public holidays).
- Membership of the Local Government Pension Scheme.
- Enhanced maternity, paternity and adoption leave pay (subject to eligibility).
- Opportunities for hybrid / home working, where appropriate.
- Flexible working opportunities.
- Access to a dedicated wellbeing team and a 24/7 confidential employee assistance programme.
- Support to enhance your skills through a variety of methods including online learning, coaching and self-directed study.

Full details of the skills and qualifications required can be found on the employee specification. To view our Privacy Notice, please click [here](#).

*Any offer of employment will be subject to receiving a satisfactory Scheme Record through the Disclosure Scotland Protection of Vulnerable Groups Scheme (PVG). All candidates must be able to prove their [Right to Work in the UK](#). Please note West College Scotland does not provide Visa sponsorship.*

To view our vacancies and to apply for posts, please click [here](#). If you require any assistance, please contact the HR team by email [hr@wcs.ac.uk](mailto:hr@wcs.ac.uk) Occasionally correspondence relating to your application may go into your spam/junk email folder.

***Closing date for all completed applications is Friday 6 September 2024***



***West College Scotland is an equal opportunities employer.  
The Board of Management of West College Scotland is a Scottish Charity. Charity Number SCO21185.***