

Business Development Manager – Funding Solutions

Salary Group	Business Development Manager
Why your role is important	To develop and maintain strong relationships across the SME support ecosystem, including professional advisers, intermediaries, funders, membership organisations, and business support providers. The role will increase awareness of the UMi brand, generate qualified business opportunities, and create referral pathways that help more businesses access the support, funding, and growth solutions they need. Acting as an ambassador for UMi, the postholder will identify opportunities to strengthen partnerships, enhance market visibility, and contribute to sustainable pipeline growth.

MAIN RESPONSIBILITIES AND KPI'S

- Always uphold the ART of UMi in all that you do and ensure full adherence to expected behaviours and conduct.
- When you see an opportunity to do so, use your skills, experience, and personal characteristics to support projects and activities outside of your core role.
- Be an advocate of UMi through active involvement in promotional and marketing activity and through broader networking and introductions.
- Uphold our commitment to people, planet and profit by consistently operating to UMi's policies, standards and ethics.
- Develop and manage relationships with intermediaries, professional advisers, funders, business support organisations and other key stakeholders across the SME ecosystem.
- Establish and grow strategic partnerships that strengthen UMi's market presence, create referral pathways, and generate opportunities for collaboration, lead generation and pipeline growth.
- Act as an ambassador for UMi, raising awareness of our services through networking, events, stakeholder engagement and business development activity.
- Identify, nurture and convert opportunities generated through partner relationships, contributing qualified leads across UMi's access to finance and wider business support services.
- Work collaboratively across UMi to connect businesses with the most appropriate support, funding, finance and growth opportunities, while promoting cross-referral opportunities across the organisation.
- Develop and maintain a strong understanding of the SME support, funding and finance landscape, using market intelligence and stakeholder insights to identify opportunities and inform service development.
- Create and manage account plans for key partners, ensuring regular engagement, a high-quality stakeholder experience, and measurable growth in referral activity and strategic value.

- Represent UMi at external meetings, industry events and conferences, working closely with marketing and commercial teams to enhance brand visibility and generate new business opportunities.

THE ART OF UMi

Our values and beliefs

- **Adventurous** – our adventures take us far and wide – they're tough and exciting but we are fearless and open-minded about where they might lead.
- **Responsible** – we share a collective responsibility to each other, respect the world we live in, and we keep our promises.
- **Togetherness** - We can achieve more together than we can apart, and we know that businesses are more than just bricks and mortar or numbers on a spreadsheet – they're powered by people.

YOUR ROLE WITHIN UMi

- Team: UMi Get Funding
- Your Manager: Chief Funding Solutions Officer
- Reports: N/A

THE ESSENTIAL THINGS YOU NEED

- Proven experience in business development, partnership management, access to finance, or a related field.
- Excellent communication and relationship-building skills, with the ability to engage and influence a wide range of stakeholders.
- Strong commercial awareness and business development skills, with a track record of generating opportunities and pipeline growth.
- Ability to establish and manage strategic partnerships that deliver mutual value and measurable outcomes.
- Strong organisational skills, with the ability to manage multiple priorities and work both independently and collaboratively.
- Proficient in CRM systems, Microsoft 365, and digital tools, with the ability to use data and insight to drive decisions and track performance.
- A proactive, relationship-focused approach with a passion for supporting business growth and raising UMi's profile.

THE THINGS THAT ARE NICE TO HAVE

- In-depth knowledge of available funding options from both private and public sectors.
- Experience in credit broking or providing commercial finance.

- Understanding of financial principles to evaluate the viability of funding options and ensure they align with the business objectives.
- A strong and established business development network.

YOUR SIGNATURE

MANAGER'S SIGNATURE