



National Development Manager
JOB DESCRIPTION

Post Title: National Development Manager

Responsible to: Managing Director

Hours: Full time 40 hours per week

Salary: £35,000 - £37,000 plus performance related commission

Why Join Us?

At SportWorks, we're not just offering a job — we're offering an opportunity to be part of something bigger. As one of the fastest-growing organisations in the UK's sport and education sectors, we're driven by our mission to enhance physical, mental, and emotional health for individuals across the country. With an ambitious plan for growth, you'll be at the heart of our mission to create lasting change. If you're ready to make a real impact, this is your chance to lead, inspire, and grow with us.

About the Role

The National Development Manager plays a pivotal role in driving the growth of SportWorks' programmes across the UK. This dynamic position involves identifying and pursuing new opportunities, supporting our Regional Hubs, and working with the Business Development and Operations Teams to achieve ambitious business growth targets. If you're passionate about sales, growth, and community impact, this is your chance to lead a key function in a fast-paced, mission-driven environment.

Key Responsibilities

1. Business Development:

- Identify and secure new sales opportunities to meet national growth targets.
- Work closely with Regional Hub teams to highlight specific opportunities and support targeted growth in each region.
- Build and maintain strategic partnerships with potential clients, funders, and stakeholders to create "win-win" collaborations.

2. Bid Management:

- Coordinate with internal teams to gather evidence, impact data, and supporting documentation.
- Manage and oversee the end-to-end process of tender submissions, working with the Bid Writer ensuring quality and compliance with all requirements.

3. Relationship Management:

- Develop strong, trust-based relationships with key external stakeholders, including local authorities, health bodies, and educational institutions.

- Lead on client presentations and engagement activities.

4. Reporting & Strategy:

- Work with the Senior Management Team (SMT) to develop and execute growth strategies.
- Track and report on monthly progress, identifying key learnings and areas for improvement.
- Provide insight and market intelligence to inform future business development strategies.

5. Leadership & Team Collaboration:

- Act as a role model for the wider team, demonstrating SportWorks' values in every action.
- Support, mentor, and collaborate with the Business Development and Operations teams to ensure the highest levels of performance.

What We're Looking For

We're looking for a driven and self-motivated individual with a proven track record of sales and development in the community health, sports, or education sector. The successful candidate will be someone who thrives on targets, has a passion for improving communities, and can demonstrate a history of achieving results.

Essential Skills & Experience:

- A degree in a relevant field (business, sales, health, or sports-related discipline preferred).
- Minimum of 2 years' experience in a similar sales or business development role.
- Strong track record of achieving or exceeding sales targets.
- Experience of working within community sport, health, or education sectors.
- Excellent written and verbal communication skills.
- Skilled in relationship-building and stakeholder engagement.
- Ability to manage competing priorities and meet tight deadlines.
- Experience managing bids and tendering processes.

Desirable Skills & Experience:

- Line management experience, supporting the growth and development of junior staff.
- Familiarity with CRM systems and reporting tools.
- Experience of monitoring and evaluating programme impact.

Our Values: Live Them Every Day

At SportWorks, our values underpin everything we do. These aren't just words on a page — they shape our decisions, actions, and interactions every day.

1. Respect

- Actively listen to colleagues, clients, and partners.
- Treat others with empathy, fairness, and professionalism.
- Respect people's time, skills, and input.

2. Ambition

- Challenge yourself and those around you to achieve more.
- Drive innovation and push for continuous improvement.
- Be bold in your thinking and proactive in your approach.

3. Loyalty

- Be a dedicated ambassador for SportWorks and its mission.
- Show commitment and reliability, even in challenging situations.
- Act in the best interests of the organisation and its participants.

4. Passion

- Demonstrate genuine enthusiasm and energy for the work we do.
- Inspire others to achieve their best.
- Show care, compassion, and a genuine desire to make a difference.

5. Honesty

- Be open, transparent, and authentic in all communications.
- Accept feedback with humility and provide it with kindness.
- Act with integrity in everything you do.

What We Offer You

- Competitive salary of £35,000 - £37,000 plus performance-related commission.
- The chance to be at the heart of a growing, mission-driven organisation with a clear social impact.
- 25 days holiday that increases with long service.
- Progression opportunities within the business.
- Ongoing professional development, training, and opportunities for career progression.
- Supportive work environment where your ideas and contributions are valued.
- Hybrid working and flexibility to support work-life balance.

Ready to Apply?

Are you ready to make an impact and be part of our growth journey? We're looking for someone who can take ownership, meet ambitious goals, and inspire others. If that sounds like you, we'd love to hear from you.

Apply now and help us achieve our mission of enhancing health and wellbeing in communities across the UK. Email a copy of your CV along with a cover letter (1 page maximum) highlighted why you are the best person for the role to matt.hill@sportworksltd.co.uk

Equal Opportunities

SportWorks is an equal opportunities employer. We value diversity and are committed to creating an inclusive environment for all employees. We encourage applications from individuals of all backgrounds, abilities, and experiences.