

## **Business Development Manager – Occupational Therapy**

**Location:** Alfreton based with regular travel and some overnight stays required

**Salary:** Competitive, DOE & Commission

**Contract:** Full-time, Permanent

**Benefits:** 23 days holiday, Auto-enrol pension scheme, Life insurance cover, Profit Related Pay, Free on-site car park, Employee Assistance Programme, Full Training provided

### **Are you an Occupational Therapist looking for a career change?**

At Mobility in Motion, we transform lives. We enable people with mobility challenges to retain their independence by adapting vehicles so they can get in and out with ease. Our innovative solutions empower our customers, and that's why 94% of them would recommend us.

As a business, we've doubled in size repeatedly in recent years, and we continue to lead the market in vehicle adaptations.

Due to ongoing growth we're looking for a Business Development Manager to join our Sales and Marketing team in Alfreton.

This role is perfect for someone with Occupational Therapy experience who understands mobility challenges firsthand and wants to make an impact beyond clinical settings.

Your expertise will help us build meaningful partnerships with healthcare professionals, charities, and mobility organisations to ensure those who need our solutions know where to find them.

### **As our Business Development Manager you will be responsible for:**

- Acting as the first point of contact for business development opportunities.
- Supporting and expanding relationships with Occupational Therapists, Physiotherapists, Driving Assessment Centres, Charities, Motability partners, and Sport Teams.
- Collaborating with the Head of Sales & Marketing to develop a clear market strategy.
- Identifying and developing new partnerships while nurturing existing key accounts.
- Staying ahead of industry trends, competitor offerings, and emerging opportunities.
- Attending shows, exhibitions, and training events to represent the company.
- Supporting Field Product Demonstrators and fitting teams on complex assessments and installs.
- Working closely with our Customer Excellence team to develop training guides and resources that improve support for individuals with specific disabilities.
- Providing expert advice on language and terminology for our marketing team.

### **In order to be successful in this role you must have:**

- **A qualified Occupational Therapist with at least 5 years of experience.**
- Strong interpersonal skills with the confidence to build lasting B2B relationships.
- Excellent communication skills – written, spoken, and presentational.
- A consultative and empathetic approach to guiding customers and partners.
- Confident presentation skills and the ability to deliver training sessions.
- IT proficiency, particularly in MS Office.
- A valid UK driving licence and willingness to travel.
- The ability to manage your workload effectively and represent our brand with pride.

If you're an Occupational Therapist who loves problem-solving, building relationships, and making a real difference, this is your chance to apply your expertise in a new and exciting way.

You'll be shaping the future of mobility solutions while developing your career in a fast-growing, purpose-driven company.