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Description automatically generated with low confidence

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| Role Title | | Business Development Executive – Framework Connect | |
| Function & Dept. | | Sales | |
| Career Growth Level | |  | |
| CGP Descriptor | |  | |
| Team | | Framework Connect | |
| Reports to | | Matt Finch | |
| Role Purpose | | The SCC Public Sector Sales Team enables public sector organisations to achieve their goals through provision of innovative IT services and solutions, typically procuring via Frameworks. We are trusted advisors to government bodies, local authorities, healthcare institutions, and education providers.  With a growing portfolio of public sector frameworks, we are now expanding our partner ecosystem to benefit from selling through our Frameworks to accelerate growth and create mutual success.  We are seeking a highly motivated and strategic Framework Connect (aka Partner Alliance / pass through) Business Development Executive to identify, onboard, and manage new technology and services partners. This role is focused on enabling partners to sell through SCC’s public sector Frameworks, ensuring compliance, value alignment, margin and revenue growth. | |
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| Key Responsibilities | | | |
| * Growing the business in line with company aspirations for Framework Connect, both in terms revenue and profitability, whilst maintaining an acceptable rate of margin * Identify and recruit new partners who can benefit from accessing public sector opportunities via SCC frameworks (e.g. CCS, HTE, SBS etc.) * Manage the end-to-end onboarding process, including financial stability assessment, ensuring partners are properly enabled and compliant with our partnership contract and Framework requirements. * Identify and evaluate suitable tenders for Framework Connect partners, including working with Sales to expedite any suitable opportunities * Record and update opportunities and pipeline status in SCC’s CRM system * Develop joint go-to-market strategies with partners to drive pipeline and sales within the public sector. * Act as the main point of contact for assigned partners, building strong relationships and ensuring alignment with SCC’s objectives. * Work cross-functionally with legal, compliance, marketing, and sales teams to support partner success and framework utilisation. * Monitor and report on partner performance, providing insights and recommendations for improvement. * Maintain up-to-date knowledge of relevant public sector frameworks, policies, and procurement processes. | | | |
| Person Specification | | | |
| * Proven experience in partner/channel sales, alliance management, or business development—ideally within the technology or IT services sector. * Familiarity with public sector procurement and government frameworks (UK-specific frameworks a strong plus). * Strong commercial acumen and ability to develop win-win propositions for both SCC and partners. * Excellent interpersonal and communication skills. * Self-starter with the ability to work independently and as part of a collaborative team. * Experience using CRM and partner management tools. | | | |
| Key  Competencies |  | | Level | |
| 1. | Digital Marketing | |  | |
| 2 | Communication | |  | |
| 3. | Project Management | |  | |
| 4. | Campaign Planning | |  | |
| 5. | Campaign Analysis and Reporting | |  | |
| 6. | Customer Focus | |  | |
| 7. | Relationship Building | |  | |
| 8. | Industry Knowledge of Software and Security | |  | |

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| Management  Competencies |  | Level |
| 1. | Leading, Developing and Managing People |  |
| 2 | Problem Solving and Decision Making |  |
| 3. | Influencing Others |  |
| 4. | Embracing the need for change |  |
| 5. | Thinking & Acting Strategically |  |
| 6. | Planning & Analysis |  |
| 7. | Performance Management |  |
| 8. | Employee Experience |  |
| 9. | Resourcing |  |
| 10. | Competency Assessment |  |

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| Value Behaviours |  | Level |
| 1. | Responsibility |  |
| 2. | Passion |  |
| 3. | Customer First |  |
| 4. | Agility |  |
| 5. | Family |  |

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| Version | Date | Description | Approved by | Date |
| 1.0 | November 2023 | Original | HR | November 2023 |
| 2.0 | March 2024 | Formatting of cells | HR | March 2024 |