



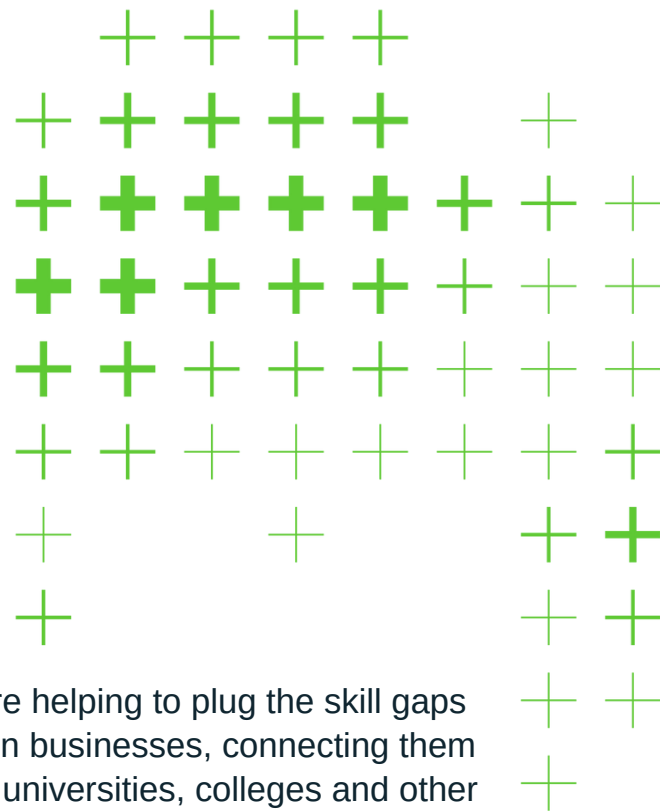
First point of contact and a helping hand for businesses

Our Business Engagement and Account Managers play a key part in working with the business community, as the first point of contact across County Durham. Working with some of the county's larger businesses, many international household names as well as domestic and Durham's larger companies, the tasks are varied.

The team focuses on building and maintaining relationships with local businesses, supporting their management teams by offering them solutions to the challenges they face. They can be as diverse as accessing funding, finding new premises, supporting recruitment activities, opening up networking opportunities, making key introductions, digitisation and more.

The team are working with businesses to address current supply chain difficulties, helping them to open up solutions such as on-shoring their suppliers. Focus also includes support to help business to adopt low-carbon measures which in part help to address the current energy costs but can make a long-term difference to their operations and the environment.

We support companies seeking to export with our work with the Department of International Trade unlocking access to new international markets.



We're helping to plug the skill gaps within businesses, connecting them with universities, colleges and other education and training providers. Acting as a link between organisations to understand their requirements and appropriate training providers and academic institutions that can help.

We work with a variety of businesses, large and small, across many sectors - so no two days are the same. Our collaborative approach extends to the companies we work with and with our team members across Business Durham. Our colleagues work closely with each other ensuring challenges and solutions are shared making our work more effective.

Our tenants remark that we are more than 'just a landlord' with our property managers working closely with our business advisors to ensure they have access to the answers they need. We have a professional approach to understanding the challenges businesses face and work hard to provide them with the solutions to help them thrive and grow.



Business Engagement & Account Manager

Grade II Salary £34,373 to £38,553

Continuing Business Durham's excellent reputation for developing relationships with the County's business community, this is an important role for Durham's future economic development.

You will have the ability to quickly establish a rapport with senior managers in a range of businesses across various sectors, understanding their challenges and finding solutions to meet them.

The role will require the ability to work with companies intensively to enable them to develop plans for growth in County Durham connecting them with various stakeholders that can facilitate their ambitions.

As the account manager, you will build strong relationships with key organisations involved in supporting business growth regionally and nationally including business support providers, universities, government bodies and sectors of excellence.

Supporting initiatives and programmes developed and delivered by Business Durham, while managing data and records to enable effective reporting and to meet necessary funding requirements are important aspects of the role.