**Business Development Consultant (Partnerships) – Remote Contract role**

Aurion Learning is an award-winning digital learning company specialising in the design and delivery of e-learning content, learning management platforms and learning consultancy across a number of sectors.

We have a growing client base across the UK, Ireland and further afield and have recently further enhanced our content and learning platforms offering through the addition of a number of innovative solutions.

Over the years the company has achieved sales success through the development and growth of partnership relationships. These partnerships mainly see Aurion providing outsourced custom content development services to managed service providers, consultancy organisations and learning platform providers who are seeking to meet the needs their clients.

We have a proven track record of delivery in such relationships e.g IBM, the Access Group which has seen us work with a number of high-profile organisations and multi-project relationships.

The company is now keen to grow the number of established partnerships, and we have identified an opportunity for an experienced Business Development Consultant to work with our team on a contract basis as we look to grow partnership sales and referrals.

The successful candidate will work to deliver a defined business development project focused on partner search in the UK and Ireland, qualification and introductions.

**Key responsibilities include:**

* Working collaboratively with the existing Aurion Learning team to further define and refine the partnership project scope and go-to-market plan including agreement of a number of defined success criteria.
* Partnership search and initial qualification/scoring of potential partners against defined qualification criteria.
* Making initial contact/introductions to a qualified shortlist of potential partners as agreed with the Aurion Managing Director.
* Conducting joint introductory visits/calls with potential partners with the Aurion Managing Director to build relationships and discuss potential partnerships in detail.
* Conducting joint introductory visits/calls with potential direct clients for custom eLearning or platform projects based on accessing an existing network of contacts.

Successful delivery of the initial project has the potential to lead to an expanded engagement that could include the following responsibilities:

* Refinement of partner onboarding materials.
* Contract negotiation with interested partners.
* Expansion of a similar approach to international partners and territories.

Reporting to the Managing Director, this role would suit an experienced business development consultant, partner manager or someone in a senior leadership role who has recently exited a full-time position. Applicants should have a proven track record of successfully identifying and building commercially successful partnership relationships, ideally involving the sale of learning solutions and/or platforms. Experience of successfully selling custom eLearning content and associated services is a distinct advantage.

**Essential experience and capabilities:**

* Minimum of 5 years of experience in business development, partner selection and management, or in a senior leadership position preferably in the learning technology sector.
* Excellent all-round sales skills set and business acumen including relationship building with a proven track record of personal/partner sales success.
* Ready access to a network of clients and partners.
* Excellent written and verbal communication skills.
* A team player, capable of multi-tasking while delivering results.

 **Desirable experience and capabilities:**

* A Bachelor’s degree or higher in a business related discipline.
* Experience of using CRM systems, specifically Salesforce.

**Location:** Remote role with the flexibility to visit potential partners/clients anywhere in the UK or Ireland with agreed visits to the Belfast HQ for planning meetings.

**Remuneration:** We anticipate engaging with the successful consultant for a fixed number of days over a three month contract period. We are interested in understanding the different day rates or remuneration models that would facilitate the successful completion of this project.

To apply for this role, please send a cover letter outlining relevant skills and experience against the essential and desirable criteria, and a detailed curriculum vitae to hello@aurionlearning.com by 30th June 2025.

**About Aurion Learning**

Aurion Learning is a multiple award-winning digital learning company with more than 25 years’ experience in technology enabled learning.

Specialising in the design of customised eLearning and learning portals, we work with organisations nationally and internationally to deliver high quality **learning that works.**

Learn more about us at [www.aurionlearning.com](http://www.aurionlearning.com)