

Business Development Manager

Salaried | 40 Hours per week | Live Entertainment Environment

Salary: £38,000

The Role

This is a role for someone who loves opening doors, building relationships and turning great conversations into real opportunities.

As our Business Development Manager, you'll be responsible for driving commercial growth across Plymouth Arena. That means identifying and building strong partnerships, nurturing the relationships we already have and spotting opportunities to connect businesses with our exciting portfolio of memberships, sponsorships and venue hire offers.

You'll spend your time out in the community, meeting people, networking with local businesses and stakeholders, and championing what makes the Arena special. Working closely with our Marketing Team and leadership group, you'll help grow our commercial partnerships while making sure our offers stay fresh, relevant and exciting for the businesses we work with.

In short: you'll help bring brilliant organisations through our doors and make sure they want to stay.

What success looks like

A successful person in this role will be:

- Generating new partnerships, memberships and sponsorships
- Building trusted long-term relationships with local and national organisations
- Growing revenue through corporate memberships, sponsorships and venue hire
- Maintaining a strong pipeline that converts opportunities into income
- Helping position Plymouth Arena as a go-to destination for business partnerships and events



What you'll be trusted with

Strategic Partnerships & Business Growth

- Developing new local and national B2B partnerships
- Strengthening existing partnerships and identifying opportunities to grow them
- Matching client needs with the Arena's memberships, sponsorships and venue hire opportunities
- Representing the Arena at networking events and business groups
- Working with the Marketing Team to promote our commercial offer

Revenue & Commercial Development

- Driving income through corporate memberships, sponsorships and venue hire
- Identifying new commercial opportunities for the business
- Contributing ideas to the Senior Leadership Team that help grow revenue

Finance & Performance

- Contributing to departmental financial targets
- Monitoring revenue performance and taking action where needed
- Striving to meet and exceed commercial targets

Systems & Insight

- Managing a disciplined sales pipeline
- Tracking leads, partnerships and opportunities
- Using client and visitor insight to identify trends and opportunities

Collaboration

- Working closely with Marketing and other internal teams
- Contributing to programme and management planning discussions
- Acting as a confident external ambassador for Plymouth Arena

This role is for you if you...

- Are passionate about growing businesses and spotting opportunities
- Thrive on meeting people and building strong relationships
- Have the tenacity to pursue leads and close deals

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- Enjoy managing partnerships and watching them grow
- Are motivated by targets, results and real commercial impact
- Take ownership and get things moving without waiting to be asked
- Hold a Driving License and have a Car
- Bring energy, confidence and professionalism wherever you go
- Are resilient and adaptable when things change

What's genuinely great about this job

We're not just a place where shows happen. We're a fiercely independent live entertainment venue shaped by our community and powered by the people behind the scenes.

Every cheer, laugh and standing ovation exists because a small but mighty team brings energy, care and creativity to everything they do.

Here you'll find:

- A close-knit team that genuinely supports each other
- A workplace where ideas are encouraged and individuality is welcomed
- A diverse programme of performances and events — no two days are the same
- Real trust to take ownership and shape the role
- Space to learn, grow and try new things

You'll also be building on the strong foundations laid by our current Business Development Executive — so you won't be starting from scratch.

What will make you stand out

The people who thrive in this role usually bring:

- Proven track record of generating new business
- Strong and active professional network
- Clear commercial awareness
- Excellent relationship-building skills
- Ownership of sales targets and results

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- Strong pipeline discipline
- Confident negotiation skills
- A genuine client-first mindset
- Pride in representing the Arena brand
- Resilience, reliability and great communication

Ideal start date: ASAP

Potential interview date/s:

1st : 09/04/26

2nd : 13/04/26

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