



Job Specification

For: Business Development Manager – Defence Medical Training

Ref: VR/01401

Job Description

Remote

£55K - 60K + Excellent Benefits

Seeking an experienced **Business Development Manager** with a background in **Defence Medical or Healthcare Training** to drive growth across the defence medical training and capability development sector. Remote / home based plus travel.

The company is a UK-based training design and delivery specialist supporting defence, industry, and individual learners with bespoke, blended, and accredited programmes.

Key Responsibilities:

- Identify, qualify, and develop medical training opportunities within defence and related markets.
- Build and maintain strategic relationships with defence medical stakeholders, industry primes, and academia.
- Lead capture planning for medical training, simulation, and healthcare capability programmes.
- Horizon-scan for innovation in simulation, AR/VR, and field-based clinical skills training.
- Support proposal development and represent the company at defence medical events.
- Monitor DMS policy and capability priorities to ensure business alignment.
- Provide accurate pipeline forecasts and reporting.

Experience to support your application:

- Proven experience within the **Defence Medical or Defence Healthcare Training** environment (e.g., DMS, Defence Medical Academy).
- Strong understanding of defence procurement and medical capability programmes.
- Skilled in business development, capture management, and stakeholder engagement.
- Excellent communication, influencing, and problem-solving skills.
- Degree in Business, Healthcare, or Defence-related discipline (desirable).
- Experience designing or delivering medical training or simulation solutions (advantageous).

Enjoy excellent benefits to include:

- £55K–£60K salary
- 6 weeks' holiday + bank holidays
- 37-hour working week
- Generous pension
- CPD funding, wellbeing support & private healthcare
- Cycle to work scheme

Job Specification provided by:

Sappers Network
RHQ RE, Ravelin Building
Brompton Barracks
Chatham, ME4 4UG
Tele: +44-(0)7496 083483



The company is committed to creating a diverse and inclusive workplace, all applications will be considered. They provide support through Mental Health First Aid and Coaching and Mentoring schemes, are accredited Investors in People, ISO accredited and have a Gold Award in the Medway Healthy Workplaces Programme and have won several Health & Safety awards.

The company is passionate about the success they deliver their learners, partners, and local communities, empowering people to be ambitious, solution-focused, proactive, and creative thinkers. Their values, Commitment to learner success, Investment in People, Collaboration through partnership to achieve shared goals, Innovation to prepare for tomorrow, help them achieve their vision, to be the UK's most innovative training design and delivery partner, trusted by customers to prepare them for tomorrow. They have a long and very successful partnership contract based at the Royal School of Military Engineering, Brompton Barracks

Armed Forces Covenant – We will offer guaranteed interviews to military veterans if they meet the selection criteria.

All posts are subject to a Disclosure and Barring Service application. The company follows the DBS Code of Practice.

Closing Date – Sunday 30th November 2025, although this is subject to change according to market conditions.

Compiled by : **Fiona Louch**
Compiled on : **11/12/25**

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