



Restore

Business Development Manager - Heritage Portfolio

Candidate pack
July 2026



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Restore
Information Management



About us

Restore

Restore Information Management is the UK's largest UK-owned records management company, helping organisations securely protect, manage and transform their information for more than 30 years. We support businesses and public sector organisations across the country to access, store and manage both physical and digital records safely, efficiently and compliantly.

In an increasingly digital world, information management is rarely just physical or digital. That's why we provide integrated solutions that bridge both environments, helping organisations move seamlessly from paper-based processes to secure digital access. Our innovative approach combines document storage, scanning, digital mailroom services and hybrid "phygital" solutions, enabling customers to improve efficiency, reduce costs and maintain complete control of their information.

Security, compliance and trust sit at the heart of everything we do. With UK-based systems and operations, nationally recognised accreditations, and a secure chain of custody for both physical and digital records, we help customers meet regulatory requirements while protecting their most valuable asset – their information.

Our nationwide network of more than 50 secure facilities allows us to provide local service with national reach, ensuring fast, responsive support wherever our customers are located. Backed by experienced Information Handlers and industry-leading expertise, we work in partnership with organisations across a wide range of sectors to deliver reliable, future-focused information management solutions.

At Restore Information Management, our purpose is simple: to help organisations access, protect and transform their information with confidence, enabling them to work smarter, operate more efficiently and prepare for the future.



About us

Restore's heritage storage

Restore Heritage Storage provides specialist storage and preservation services for some of the UK's most valuable heritage collections, artefacts and archives. As part of Restore Information Management, we work with museums, universities, archivists, researchers and private collectors to ensure culturally and historically significant objects are protected for future generations.

Our facilities have been purpose-built to deliver the highest standards of conservation and security. We have transformed former Air Force shelters into state-of-the-art heritage storage units, combining the strength and resilience of these historic structures with advanced temperature and humidity controls designed to protect collections from damp, mould, pests, water damage and other environmental risks.

Working in partnership with the National Conservation Service (NCS), our facilities are monitored to ensure ongoing compliance with recognised heritage storage standards. This gives our customers confidence that their collections are being cared for in a secure, professionally managed environment.

We understand that every collection is unique. Our specially trained teams use museum-grade packing materials, custom-built cases and carefully controlled handling processes to minimise risk and preserve the integrity of every item in our care. Each artefact is individually barcoded and tracked, providing complete visibility and auditability throughout its journey.

Security is central to everything we do. Our heritage storage facilities are protected by 24-hour monitoring, CCTV surveillance, controlled access measures and GPS-tracked transportation, ensuring collections remain secure at every stage.

"BS 4971:2017- and BS EN 16893:2018-compliant storage in an accessible location, in specially adapted buildings that are heritage monuments themselves, managed by an expert, helpful team and at rates geared to cash-strapped heritage organisations – it all added up to an enticing package."
Adrian Holloway, Collections Manager at The Horniman Museum and Gardens

About us



Who uses our heritage storage?

Our heritage storage facilities protect more than 50,000 square feet of collections and are trusted by leading museums, universities and heritage organisations across the UK.

Museums

Museums utilise our heritage storage for long term storage and preservation, including overflow storage or off-site preservation. Our trusted facilities and state of the art management meant that collections such as exhibitions or fragile artefacts stay safe and protected.

Universities and research institutions

Collections used for academic purposes, such as historical records or scientific specimens, often require trustworthy, accessible storage. We offer easy, secure access to collections while ensuring high standards of preservation for your assets.

Artefacts and antiquities

Objects with historical or cultural significance need the right environment to prevent them from degrading over time. Our storage units boast advanced temperature control that are designed to preserve items such as artwork, ceramics, manuscripts and silverware.

Private collections

From family heirlooms to private art collections, our customers trust us to protect items that have deep sentimental and historical value. You can rest assured that your precious valuables will maintain their condition while under lock and key.

**"In their heart of hearts, any museum curator really wants to keep all their collection with them."
Louisa Price, Curator at The Charles Dickens Museum**

**"...the service the Crick receives from Restore Information Management is commendable and sets a high standard which should be the envy of the industry. With Restore the value add is high as they are specialists in the areas we are interested in, such as reducing overheads, off-site storage and damage limitation."
James Fawsitt, Logistics Manager at The Francis Crick Institute**

Job description



Role details

Role title	Business Development Manager - Heritage Portfolio
Salary	£35,000 - £45,000 basic salary, plus £5,000 annual car allowance. This role also has uncapped commission
Contract	Permanent
Hours	Full-time - Monday - Friday (37.5 Hours)
Location	Remote / UK-wide travel. Access to a car is required
Responsible to	Head of Public Sector Accounts
Benefits	<ul style="list-style-type: none">• 25 days annual plus bank holidays• Company pension scheme• Car allowance• Opportunities for professional development and career progression• The chance to work in a specialist, respected, and growing part of the business• A variety of resources to support your physical, mental and financial wellbeing



Job description



Purpose of the role

The Business Development Manager – Heritage Portfolio is responsible for driving new business generation, pipeline development and revenue growth within Restore's specialist heritage storage offering.

This role focuses on consultative, relationship-led business development, working with organisations that require trusted long-term partners to safeguard valuable and sensitive heritage assets. The role will inherit a defined book of existing customers, with clear responsibility to manage, retain, and grow that portfolio alongside developing new business opportunities within the heritage, archive, and cultural sectors.

Key responsibilities

- Identify, target, pipeline and secure new business opportunities for Heritage Storage services
- Develop relationships with key stakeholders including Archivists, Curators, Collections Managers, Estates teams, and senior decision-makers
- Manage the full sales lifecycle from initial engagement through to contract award
- Manage and grow an existing book of public sector customers, driving retention, account growth, and cross-selling opportunities
- Develop strategic account plans for assigned customers, identifying growth opportunities across the Restore portfolio
- Build and maintain a strong, accurate new business pipeline and sales forecast
- Work collaboratively with operational, technical, and compliance teams to design appropriate storage solutions
- Prepare and deliver proposals, presentations, and pricing solutions tailored to customer requirements
- Represent Restore at relevant heritage, archive, and sector events
- Maintain CRM records in line with company processes
- Ensure all activity is conducted in line with Restore's values, compliance standards, and governance requirements

Person specification



Knowledge, skills and experience

Essential

- Proven experience in business development or sales, including a demonstrable track record of securing and pipelining new business or partnerships
- Experience of working with specialist storage environments, ideally in archives, museums, libraries and public or private sector organisations

and/or

- Experience of selling services or products into museums, archives, libraries, universities and wider heritage organisations
- Experience of account management, including stewarding longer term relationships, with a consultative style
- Strong communication and presentation skills
- Ability to engage credibly with senior stakeholders
- Self-motivated, organised, and comfortable working autonomously
- Willingness to travel across the UK

Desirable

- Knowledge of working in highly regulated services
- Familiarity with BS 4971:2017 and EN 16893:2018 accredited services
- Experience working with high-value, sensitive, or irreplaceable assets
- Experience selling accredited heritage services
- Experience of tenders/procurement within the public and heritage sectors



How to apply



Resore is working exclusively with Charisma Charity Recruitment.

Applications should be submitted through the [Charisma website](#), and include:

- A comprehensive CV
- A supporting statement, explaining how you believe you match the requirements of the role and describing any potential conflicts of interest

For an informal and confidential discussion about the role, please contact: Katherine Anderson-Scott, Executive Director at Charisma Charity Recruitment, info@charismarecruitment.co.uk or 01962 813300.

- **Closing date: Thursday 30th July 2026**
- **Charisma vetting interviews will be carried out across the campaign.**
- **Interview date with Restore: Late July / early August**

We welcome and encourage applications from people of all backgrounds. We do not discriminate on the basis of disability, race, colour, ethnicity, gender, religion, sexual orientation, age, veteran status, or other category protected by law.

Charisma is committed to inclusive and accessible recruitment processes. If you have any reasonable adjustments or wish to apply for this role under the Disability Confident Scheme, please contact our Operations Teams on info@charismarecruitment.co.uk Charisma will ensure all candidates who disclose that they wish to apply under the Disability Confident Scheme and that meet the minimum criteria for the role will receive an opportunity to interview with the Charisma Consultant representing the role.

If you have served in the armed forces or are a military spouse/partner, please declare your status to be considered under the Armed Forces Covenant Fund Employer Recognition Scheme, by contacting our Operations Teams on info@charismarecruitment.co.uk Charisma will ensure all candidates who disclose that they wish to apply under this Scheme and that meet the minimum criteria for the role will receive an opportunity to interview with the Charisma Consultant representing the role.



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