

Fast-growing, entrepreneurial company with internationally renowned language industry expertise is looking for a **Business Development Manager** as their business is thriving. Their clients include investment banks, law firms, top-tier consulting firms, asset management companies, insurance businesses, and multinationals legal and financial departments. Our client is based in central London.

This role requires to cold call companies, if you are not comfortable with this aspect of the job, please don't apply.

ROLE:

- Targeting UK prospects across the legal and financial sectors
- Developing business and growing accounts through strong sales activities, ie cold calling, networking, emailing campaign, client meetings, recommendations, etc.
- Liaise with the Paris-based Project Management team to ensure translations are delivered to deadline and meet the clients precise requirements
- Chart your weekly qualitative progress by imputing a management report through a in-house system

PROFILE:

- Min 3 – 5 years of proven business development experience preferably gained in B2B services
- Proficient in selling techniques, knowledgeable in handling key accounts and confident to selling to senior executives and lawyers
- Proven track record of sales success
- An understanding of professional translation services and/or the legal and financial industries would be an advantage
- Strong communication skills, including presentation skills
- French language a plus

SALARY:

- Basic £35k-£45k pa depending on experience + **uncapped commission and no threshold**
- Laptop and smartphone