

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. The role 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:

- Prospecting new clients across the legal and financial sectors through cold calls and warm leads (70/100 calls a day)
- Setting up and attend face to face meetings
- Identifying potential clients and the decision makers within the client organisation
- Following up new business opportunities
- Account managing existing clients
- Charting your weekly qualitative and quantitative progress by inputting a management report to LBS, our CRM software.
- Liaising with the Paris-based Project Management team to ensure translations are delivered to deadline and meet the client's precise requirements.

PROFILE:

- Fluent French and English
- Minimum of 3 years' Business Development/Sales experience preferably gained in B2B services.
- Previous experience in cold calling
- Confident in selling to senior executives or lawyers
- Strong communication skills, adept at building client relationships
- Excellent presentation skills
- Team player with good business sense, strong negotiation skills and a positive attitude

SALARY:

£30K/£35 depending on experience + uncapped commissions
Laptop and Smartphone