

Business development consultancy based in London is looking for a **French speaking Business Development Manager**. Our client helps SMEs launching their products and services in the UK and the role involves a mix of research, consultative sales, marketing and project management. You will be working closely with the director and will supervise and motivate more junior staff. The role requires someone with an entrepreneurship mind who could become a partner in the company.

ROLE:

Business Development:

- Creating and managing communication and marketing tools
- Writing propositions/bids
- Identifying new opportunities and potential clients,
- Promoting the company at events and trade shows
- Liaising with partners and clients
- Updating CRM.

Consultancy and Sales representation

- Carrying out market research on various sectors, provide analysis and synthesis,
- Creating and updating a prospects database,
- Generating leads (Phoning, emailing, LinkedIn, ...),
- Organising meetings and support during the meetings,
- Following up with potential clients, partners and distributors if needed,
- Writing reports in English or French including advices to clients on their sales and marketing strategy in the UK.

Management

- Managing existing team
- Developing junior staff

PROFILE:

- Fluent in English & French, any other language is valuable
- Previous experience is in business development
- Strong understanding of export
- Ability to work on several projects at the same time
- Knowledge of the British and French markets
- Strong negotiation skills and results driven
- Good interpersonal and communication skills including written skills (in French and in English)
- Previous management experience will be a plus
- Positive attitude, plenty of initiative, attention to detail, autonomous
- Ability to work in small team is very important



- Computer and internet literate (Excel, Word, Power Point, Outlook, LinkedIn, Twitter),
- Proficiency in CRM and collaborative tools

SALARY

Between £30k and £40k basic plus com