

Market entry solutions provider working with world's leading corporate, small and medium size companies to develop their business internationally is looking for a **Business Development Manager for the UK and Ireland**. Your role will be to generate new business selling the company's services, including market research, identifying distributors, hiring local staff and managing HR compliance, setting up a local office, etc. thanks to la large international network. You will be reporting to the Group COO et Managing Director.

This role requires 50 % travelling. The company has an office in London, but the candidate can also work from home.

ROLE:

- Building and managing an active pipeline of companies
- Identify British companies with interest in new commercial relationships and facilitate cross-border business partnerships
- Conceptualising and implementing (with the support from relevant teams) campaigns to identify organisations that require support with their internationalisation plans and trade activation events
- Completing effective qualification of potential leads
- Nurturing prospects and drive the sales process to achieve business development/sales targets
- Maintaining and expanding relationships with existing clients
- Organising company's own events, webinars and marketing outreach campaigns (with the support of relevant teams)
- Keeping Salesforce CRM up to date
- Engaging in regular client contacts to maintain a clear understanding of their ongoing needs

PROFILE:

- Educated to bachelor's degree or above
- Min 5 years' **previous experience in working in an international trade environment** either in a consulting group or in a role which has provided first-hand experience of working cross border. Doesn't have to be in a sales role, but has to be sales focused (ie: finance, export, international development etc)
- Previous experience in developing new business or creating and converting new opportunities
- Previous experience in working with China, or USA or India or Mexico will be an asset
- Experience in working in F&B, Advanced Engineering, Healthcare, Manufacturing, Digital/IT
- Strong commercial awareness and proven track record in delivering success
- Willingness to go the extra mile, ability to lead conversation and to collaborate/partnering will be key for this role

SALARY:

Basic between £50k and £60k/pa + uncapped commission