

London-based digital marketing agency specialising in APP marketing and measurement is looking for a **New Business Manager**. The objective of the New Business department is to generate business by understanding and translating the needs, challenges and objectives of the client, providing both technological and business solutions to achieve them.

ROLE:

- Taking responsibility for leading the development and implementation of innovative business development plans.
- Developing winning strategic proposals to enable clients to meet their business requirements.
- Building relationships and generating business.
- Get involved in the company business strategy
- Working collaboratively with other departments
- Developing strategies, presentations and analysis of results in order to have a global vision.

PROFILE:

- Previous experience (ideally 4-5 years min) in the area of Project Management or Account Management, Business Development or Consulting, **ideally gained in Digital Marketing Agencies**
- Experience & Knowledge of the client's business and the competitive market.
- Experience in creating marketing strategies for big corporations.
- Knowledge of enterprise Martech ecosystem
- Be able to manage and coordinate projects at a multi-departmental level, with a strong customer orientation and business vision.
- Proven experience in developing and managing digital partnerships.
- Have a 360° vision in digital campaigns.
- Have knowledge of some of these platforms: Salesforce, Google Marketing Platform, Amazon and Facebook
- Proactivity and enthusiasm committed to developing the best sales experiences in a continuous innovative environment
- Have the willing to grow within an ambitious project
- Strong communication skills in English, both oral and written.

SALARY AND BENEFITS

- Between £50k and £60k/pa negotiable according to experience
- 20% bonus
- flexible working hours and one day a week where you can work from home.
- Continuous training, free language classes, learning capsules, e-learning platform, etc