

Leading global advisory firm for international expansion and cross-border investment dedicated to companies operating and investing globally is looking for a **Business Development Manager** to increase their market share in the UK. You will promote our client's services to exporting UK Companies, SMEs and Mid-caps, and will build close relationship with their ecosystem, ie: government agencies, banks, private equity firms, trade associations, etc. Your role will also be to act as the dedicated partner to international companies wanting to establish themselves in the UK with the support of existing local partners. The Business Development Manager can evolve to a Country Manager role for the right candidate. You will report directly to the group's board of partners.

ROLE:

- Structuring and managing current network as well as providing an intense prospection strategy
- Prospecting new clients, organising meetings and closing deals
- Liaising with the international partners/subsidiaries to find the best solutions for the new/potential clients
- Developing and managing local ecosystem across the country
- Reaching sales objectives as fixed by the board of Partners
- Providing inbound advisory services to overseas clients
- Taking part in trade fairs and professional exhibitions

PROFILE:

- 3-5 years professional experience in consulting
- Excellent English written skills
- Ability to do presentations at C-level
- Sales experience in foreign market, international business skills
- Previous experience working abroad or for international companies
- Strong understanding of export processes
- Experience in dealing with market research
- Strong sense of sales' strategy (sales' techniques and products' promotion)
- Very good interpersonal skills, pro-active and decision-making abilities
- Must be passionate and convinced about the quality of the range of solutions provided
- Able to deal with a range of partners
- Previous management experience will be an asset
- French will be a plus

SALARY:

Between £40k and £50k basic plus commission
And benefits