

International organisation based in Central London is looking for a **Business Development Executive**, ideally French speaking. This is a brand-new role to help increase significantly and sustainably the membership through recruitment of new members. The Business Development Executive will actively research, target, engage and promote our client to businesses. Working with all departments, the Business Development Executive will develop the outreach strategies needed to grow the membership, helping evolve their offer and propositions. You will lead and manage the full sales lifecycle: prioritising opportunities, developing relationships and approaching organisations, creating proposals and presenting our client, closing and onboarding new members etc.

ROLE of the Business Development Executive:

- Sourcing and prospecting potential members;
- Building relationships and connections with prospective members;
- Creating and presenting compelling pitches, presentations and proposals, tailoring benefits and opportunities to each prospective member;
- Actively managing a full pipeline of sales activity at all stages;
- Working with the membership team to ensure onboarding and member retention;
- Maintaining detailed records of all activity (using CRM);
- Representing our client at relevant external sales or engagement events;
- Developing partnership opportunities that support the growth of the organisation
- Feeding back members requirements to all departments, helping to create new products and services in response to demand or opportunity;
- Helping to identify cross-selling opportunities to increase revenue

PROFILE:

- Being sales-oriented, self-starter, enthusiastic, resilient and target oriented;
- Proven ability to think and plan commercially within a fast moving, complex environment;
- Understanding of the full 'professional services' sales cycle and experience of the activities required at each stage;
- Strong team spirit, to step in and help outside of core commercial scope;
- Able to prioritise, organise and deliver in a small but complex organisation;
- First-rate written, verbal and presentation skills, ability to converse with senior representatives and stakeholders;
- Ability to prioritise and manage workload effectively, while remaining flexible;
- Fluency in French desirable but not essential;
- Minimum 4 to 5 years working experience.

SALARY & BENEFITS:

- £35k basic + Bonus
- Pension contribution of 4% after 3 months
- Private Medical Insurance and income protection insurance after 3 months of service
- Holidays: 25 days per annum in addition to 3 days of holiday at Christmas

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- Monday to Friday, 09.00-17.00, but you will be expected to attend some events taking place outside of office hours;
- 3 days WFH