

French creative agency working with clients in the luxury industry is looking for a **Business Development Manager (temp to perm)** to manage and develop their market share in the UK. They offer a unique service in term of communication for their clients, and the role will be an opportunity to work with luxury houses such as Chanel, Dior, Louis Vuitton, Fendi and many others. The Business Development Manager who will work alongside a Senior Business Development Manager, will have a hands-on role, visiting clients during events and might have to work after usual working hours sometimes.

This a temp to perm role, and the post holder will cover the maternity leave of the Senior Business Development Manager.

ROLE of the Business Development Manager:

- Identifying new clients, qualifying them and organising client visits
- Building up client relationships
- Growing and managing current client accounts
- Negotiating with clients and artists
- Taking part in networking events such as cocktails, breakfast, trade fairs
- Managing projects: monitoring budget, recruiting artists, planning, and sometimes training.
- Reporting to the head office
- Competitive intelligence: keeping up with client's news and offering relevant services, keeping up with the latest trends in arts and keep an eye on the competition.

PROFILE:

- Educated to Bachelor degree in business / related field or similar +2 years of experience in relevant field
- **OR** you have at least 5 years of relevant experience as a business development Executive or Business Development Manager or Account Manager with strong sales skills
- Previous experience with the luxury industry will be an asset
- Project management experience
- Strong communication skills in English both verbal and written
- Good negotiating skills, and very good at building clients' relationships
- Excellent presentation, confident and ability to understand the luxury sector's clients' expectations
- Creative and genuine interest for fashion and arts
- Self-starter, dynamic and motivated
- Fluent or conversational French, another language would be a plus
- Knowledge of image editing software like Photoshop or Gimp
- Experience in social media marketing

SALARY & BENEFITS:

- Between £36k and £40kpa according to skills and experience + com and bonus
- Hybrid role from their office in Central London