

Our client, a Franco-British organisation, is looking to recruit a French speaking (ideally) results-driven **Business Development Executive** to manage and grow a portfolio of member organisations while securing new partnerships. The Business Development Executive role is pivotal in driving revenue through **renewals, upgrading membership tiers, acquiring new members, and establishing sponsorships and long-term commercial partnerships.**

With previous experience in consultancy or advisory firms, you will prioritise organisations operating within key strategic sectors, including **Energy & Clean Growth, Defence, economic security and Technology & AI.** The Business Development Executive will engage with stakeholders across the full industry value chain including SME's: from financing, engineering, and procurement to manufacturing, commissioning, and transportation.

ROLE of the Business Development Executive:

Business Development:

- Acquiring new members and clients aligned with the organisation's strategic sector focus
- Proactively identifying and pursuing partnership and sponsorship opportunities
- Creating tailored commercial proposals (annual or multi-year) for prospects and existing members

Account Management:

- Managing a portfolio of existing members to ensure satisfaction and long-term retention
- Securing timely renewals and identify opportunities to upgrade membership tiers
- Building and maintaining strong, consultative relationships with senior decision-makers
- Cross-functional Collaboration:
- Working closely with the marketing and events teams to develop compelling offers and campaigns
- Contributing to the development of sector-focused programming and strategic initiatives
- Representing the organisation at networking events, roundtables, and forums to promote services and generate leads

Reporting & Strategic Input:

- Reporting regularly on key performance indicators (e.g. revenue, pipeline,...)
- Providing strategic insights and feedback from the field to help shape business development initiatives

PROFILE:

- **Fluency in both English and French with strong communication skills or at least a great interest for France**
- Min 3 years of experience in a business development or sales role, ideally within a consultancy or advisory firm
- Proven ability to manage client relationships and consistently meet or exceed revenue targets
- A balanced skill set combining account management and proactive new business development



- Strong commercial awareness and ability to tailor value propositions to C-level audiences
- Knowledge of or interest in sectors such as Energy, Defence, or Technology & AI is highly desirable
- Excellent interpersonal and communication skills

SALARY & BENEFITS:

- Competitive fixed salary
- Performance-based incentive directly tied to revenue generated
- Private Pension scheme after 3 months
- Private Medical Insurance after 6 months of service
- 25 days per annum in addition to 3 days of holiday at Christmas