

Please note that we can only consider applications from EU Citizens and those legally entitled to work in the UK. Also we will only consider direct applications only – strictly no recruitment agencies.

Job Description

Role Title: Full Time Business Development Manager

Location: Studio 35, Great Western Studios, 65 Alfred Road, London, W2 5EU

Salary: £40,000 - £45,000 per annum, negotiable, OTE

We are looking for: We are offering a wonderful opportunity for an energetic and ambitious individual to join us at an exciting time. We are looking for an experienced Business Development Manager who understands the art and design industry to join our growing team in a creative and stimulating environment. They will need to be the driving force behind developing new and existing business partnerships that will support the agency in achieving its growth targets. The successful applicant will report directly to the managing director, and work with our studio manager, full-time and freelance designers, programmers and other support staff. In return we offer the opportunity to help shape our business, as well as their own career in a successful agency.

The Company: Established in 2000, we are a small boutique graphic design company specialising in graphics and marketing material for the Middle East and global clients having an interest in Islamic Media. We have a particular expertise in typography and Arabic calligraphy and serve varied clients globally.

The Role:

- Generate opportunities to increase the overall client base as well as revenue
- Building customer development capability in B2B digital market
- Be responsible for liaising with the client, gathering requirements, scoping projects and timelines, budgets, developing quotations and documenting contract and pricing agreements.
- Represent Inspirational Design at meetings, pitches, negotiations, industry events etc
- Producing outstanding, creative proposals in person, in writing and at presentations
- Develop the overall Inspirational Design marketing strategy
- Analysing and managing existing accounts for growth retention and sales opportunities
- Researching market and industry activity in order to identify new business opportunities

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- Meet monthly, quarterly and yearly targets
- Maintain agency sales databases including target and lapsed clients and pipeline, providing regular BD reporting on client
- Develop a good knowledge of the business and the graphic design sector within the Middle East region and global clients
- Provide on-going feedback and benchmarking on competitor pricing, services etc.
- Be highly efficient, organised, and able to prioritise their duties in a fast paced working environment

Must have:

- A solid track record of winning big deals in the creative design sector ideally with an agency or consultancy background
- The gravitas that is needed to persuade and influence prospective and current clients, understand their businesses whilst owning and shaping the growth agenda of our agency.
- Demonstrable experience in working with International markets and within different cultures, recognising the different relationship building techniques required.
- Strong communication, negotiation and presentation skills
- The influence to close deals and negotiate at a senior level while working with all levels of the client organisation
- A keenness and energy to look for new opportunities with new and existing clients
- Will understand the challenges of dealing with international clients and will enjoy seeking out new sales opportunities
- Ability to travel locally and internationally as the role requires.

Preferable:

- Educated with a relevant university degree and an active interest in Art, Design and the Middle East (a relevant degree or equivalent is preferable but not essential) Experienced and confident communicator, negotiator and presenter
- Fluency in any of the following languages: Arabic, French, Italian, Spanish, Chinese, Malay
- Experience in using Apple software and products

Skills & Experience:

- Point to a track record of business development success and where you've developed effective, long-term relationships
- Possess a strong understanding of design, digital and production processes selling to international markets
- Excellent communication skills to engage with clients directly, including conducting creative kick-off calls, presenting creative concepts, soliciting

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client feedback and sharing that feedback with the creative team in a productive manner.

- Budget management experience.
- Writing high quality specification documents and delivering presentation and pitches
- Excellent communication, organisational and document writing skills with a great attention to detail.
- Secure and negotiate bids - putting together quotes plus negotiate with suppliers

The interview process:

Stage 1: Telephone Interview

Stage 2: Presentation on previous challenging opportunity

Stage 3: Final competency interview

In preparation for the main interview at stage 2, Inspirational design would like each candidate to give a presentation lasting 10 minutes on a previous project pitch and the challenges of the environment and within the client that were overcome which led to a successful win.

Please note that due to the high levels of response, we are only able to get back to those applicants who have been successful.