



Business Development Manager

Bournemouth, UK / Full time

You'll have a proven new business track record and know all about the importance of networking, building contacts and developing relationships with potential clients. You'll also be brilliant at re-energising existing clients while creating those new opportunities.

Our agency prides itself on producing top quality content, whether it's a shiny new website, a corporate re-branding strategy or delivering the latest artistic renderings for a multi-million pound development. We exceed our clients expectations and our creative team consistently pushes the boundaries to achieve the very highest standard of work.

If you are an ambitious Business Development Manager with an eye for quality and a great sense of direction, then this could be the job vacancy for you. We will also look at candidates from a senior position in sales or marketing with great industry links/experience and an emphasis on developing new business opportunities on a personal, one to one level.

You are

An engaging and charismatic Business Development Manager able to lead our business development strategy and activities. You will be responsible for developing and advancing new areas of growth.

You'll have significant management experience within a design/branding/digital studio environment as well as an in-depth understanding of how our industry operates and the needs and expectations of clients.

You will have a minimum 5 years experience of creating and executing new business plans across these disciplines with the ability to spot opportunities where our experience and expertise could deliver a real value to potential clients.

Responsibilities

- Responsible for identifying and contacting client decision makers to set up meetings and create pitch opportunities, leading to obtaining new business wins
- Ensure that opportunities fit the profile of REDWHITE CA and fit appropriate budget and quality
- Identify wider sector opportunities where our in-direct experience and expertise would be of benefit
- Developing an on-going and sustainable sales pipeline
- Responsible for identifying new marketplace opportunities and trends that fit with the profile of REDWHITE CA
- Gain an understanding of potential client's business strategy, offerings and decision-making structures
- Responsible for ensuring that revenue targets are met based upon your sales goals

Skills and Experience

- 5+ years of business development, sales and client engagement in a design, branding or strategy/innovation consultancy
- In-depth knowledge of the processes of design and digital services
- Knowledgeable about design, technology, digital and general consumer trends
- Engaging, charismatic and persuasive
- Proven ability in finding contacts, developing and growing relationships and to closing opportunities
- Solid business acumen, educated to at least UG degree level
- Thrives in a self-directed role but understands that working as part of a team is critical to success
- Ability to travel
- Full UK drivers license



This is a great opportunity to become part of a dynamic and growing agency.
To apply for the position, please send your CV and a letter telling us about you, your experience and why you're the perfect fit for us to:

jobs@redwhiteca.co.uk

Salary and benefits are negotiable and will depend on experience.