

## Business Development Manager

### About the role

As a Business Development Manager, you will be responsible for new business development. You will be working with medium size businesses to maximise their online potential and increase their ROI.

This role is suitable for someone ready for a new challenge, and willing to work in a small team that appreciates and rewards your efforts. You understand the fundamentals of how digital impacts industries and can comfortably talk with heads of department.

You listen well, communicate like a pro and get results.

### Essential Experience

- B2B sales, new business development and cold-calling experience of at least 3 years.
- This role is 80% lead generating new business development and 20% account management
- A well-crafted sales process/methodology & proven track record of success
- Outstanding communication, influencing, and negotiation skills
- Can work collaboratively with the design and digital team to get best results for the clients.
- Maintain a high level of product knowledge and understanding of the value proposition
- Design, Web Development and/or Digital marketing knowledge and experience preferred