

Date: 03 July 2018

Business Development Role

Location: London

A well respected central London-based commercial interior design and workplace consultancy seeks a talented and dynamic individual to join the company to take on a Business Development Role.

This role would suit an individual with drive and ambition, who is looking to take on a leading role in the business development function for the company. You will be given the autonomy to develop and mould this role using your industry experience and knowledge.

We are seeking someone with energy and enthusiasm who has an established network and experience in the commercial interiors/construction sector in London. A proven and successful background in business development is a must.

The role would suit an experienced sales professional who has developed commercial success in previous roles, with a minimum of 5 years commercial experience in the commercial interiors/construction markets in London and proven experience in meeting and exceeding sales targets.

This role presents an opportunity for the right individual to develop into a senior business development role within the company, taking the lead in driving the company's sales and growth strategy.

You will be responsible for identifying and developing new opportunities, and the role includes:

- Working with the leadership team and taking responsibility for implementing the sales strategy for the organisation
- Being responsible for all sales activity, sales prospecting and pipeline management. Track and record activity on accounts and help to close deals to meet targets.
- Owning the sales management process, sales reporting and CRM management.
- Developing new commercial opportunities for the business by growing, maintaining, and leveraging your existing network.
- Identifying potential prospects and key decision makers within new client organisations.
- Meeting and nurturing existing clients' relationships to drive incremental opportunities for the business.
- Researching and building new relationships with target accounts.
- Setting up meetings between client decision makers.
- Planning sales engagements and pitches. Working with team to develop proposals that address the client's needs, concerns, and objectives, providing the client a reason to buy.
- Working closely with the marketing team to follow up on all marketing generated leads.
- Working with the marketing team to deliver a results-oriented social selling programme across LinkedIn.
- Attending industry functions, such as networking, association events and conferences, and providing feedback and information on market and creative trends.
- Using knowledge of the market and competitors, identifying and developing the company's unique selling propositions and differentiators.
- Working with marketing to develop a key account sales and marketing strategy.
- Working with marketing team to ensure that pre-requisites (such as pre-qualification or getting on a supplier list) are fulfilled within a timely manner.

This is a fantastic opportunity to really make a difference and shape the future of the company.

Salary package c£40K – £55k OTE is dependent on experience.

No agencies please.

If you are interested in joining our team please send your CV to : recruitment@harmsentilneyshane.com

Find out more about us at www.harmsentilneyshane.com/what-we-do

Company description:

Harmsen Tilney Shane are commercial interior design and workplace consultants.

We help our clients solve complex, strategic, workplace problems through effective research and evidence-based design. Our interiors are beautifully designed places that support and reflect our clients' values and goals.

The workplace is inextricably linked to the way an organisation performs. Using proven research tools, our approach puts people at the heart of the process. This methodology allows our specialist consultants to gather systemic knowledge, an understanding of an organisation's people, places, processes and culture; the formula to build your future workplace strategy.

At Harmsen Tilney Shane we employ the **Science of Workplace Design** to inspire, engage, and transform organisations.