



Job Description

Job title: Business Development Manager

Reports to: Partnerships Director

Contract: Permanent

Salary: £35,000 + OTE

Benefits: 27 days holiday
Private medical insurance
Company pension contributions

Location: Shoreditch, East London

About D&AD:

D&AD is an organisation that is all about the pursuit of creative excellence - inspiring it, celebrating it and enabling it. A fundamental way of us achieving this is through our unique education and learning offer.

Purpose of job:

To actively generate new business opportunities for D&AD: with brands, advertising agencies and design studios. Particular focus will be placed on initiating and growing strategic relationships around D&AD's learning products and company membership. To achieve this you will be expected to take a consultative and thoughtful approach and be able to identify education based solutions to business problems.

Responsibilities

- Prepare and deliver compelling proposals, presenting tailored solutions where required.
- Maintain and build rapport with senior executives to formulate strong, long term business relations built on trust and an understanding of staff development needs
- Develop and maintain a pipeline according to targets and provide clear and accurate reporting of sales outcomes and activities
- Maintain a thorough working knowledge of D&AD's product and service offering, pricing structure, contract management parameters, policies and procedures
- Develop and grow existing account relationships by deeply understanding how D&AD can partner best with our clients on an ongoing basis
- Develop and maintain knowledge of in market activity i.e. potential competitors, trends, best market practice, and potential collaborators.
- Work with the Learning, Marketing and Digital teams to ensure the professional development programme is communicated effectively to generate incoming enquiries
- Be an outward face of D&AD – attending industry events and promoting our values and work

Skills & Experience:

- Proven sales track record with a minimum of three years experience in a face to face sales role, with personal and direct responsibility for revenue targets
- A demonstrable track record of high performance
- Ability to identify client challenges and develop creative solutions in close collaboration with clients
- Fantastic people skills and a natural networker with the ability to establish and develop key business relationships in a variety of situations
- Clear and concise communication skills, both written and oral
- Effective influencer and persuader
- Commitment and motivation to succeed and meet objectives, both personal and business related
- An entrepreneurial mindset and practice: you enjoy working as part of a small team, rapidly iterating on strategy, and getting your hands dirty to build something great
- A keen interest in Design & Advertising

Please note due to the number of applications we receive, we regret that you will not be contacted unless you are shortlisted for an interview. If you have not heard from us within three weeks of the closing date of your application you should assume that you have not been successful on this occasion.

In order to comply with the Prevention of Illegal Working, Immigration, Asylum and Nationality Act, you will need to provide appropriate documentation that proves that you are eligible to work in the UK.

D&AD is committed to a policy of Equal Opportunity and Diversity. It is our commitment that no member of staff or job applicant will be treated less favourably on the grounds of their sex, marital or parental status, race, colour, nationality, religion, belief, disability, age, sexual orientation or gender reassignment.