



## **New Business Development Manager**

**Advertising company (BTL & Brand Activation)** engaged in the provision of integrated services Direct Marketing, seeks to recruit an experienced New Business Development Manager (based in Bucharest-Romania) to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative.

You will be responsible for maximizing our sales, crafting sales plans and justifying those to plans to the upper management.

### **Responsibilities**

- o Prospect for potential new clients and turn this into increased business.
- o Identify potential clients, and the decision makers within the client organization.
- o Research and build relationships with new clients.
- o Set up meetings between client decision makers and company's practice leaders/Principals.
- o Plan approaches and participate in pitches.
- o Present new products and services and enhance existing relationships.
- o Arrange and participate in internal and external client debriefs.
- o Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- o Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.
- o Submit weekly progress reports and ensure data is accurate.
- o Forecast sales targets and ensure they are met by the team.
- o Track and record activity on accounts and help to close deals to meet these targets.
- o Understand the company's goal and purpose so that will continual to enhance the company's performance.

### **Other Skills and Qualifications**

1. 3-4 years' of marketing services experience and 2-3 years' experience in the same position.
2. BA/BS degree in Business Administration, Sales or relevant field and MBA will be considered as an asset.
3. Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization.
4. Excellent Knowledge of MS Office (particularly MS Excel and MS PowerPoint).
5. Numerical skills and professionalism.
6. Excellent listening, negotiation and presentation abilities.
7. Strong verbal and written communication skills.
8. Be able to work within a multicultural team.
9. Excellent Command of English Language.

**We offer**

- Competitive remuneration.
- Friendly environment comprising young, enthusiastic, multi-national staff.
- Opportunities for professional learning and growth (training, etc).

Please send your CV to:

[georgakopoulou.j@cairect.com](mailto:georgakopoulou.j@cairect.com)

**Mrs. Jenny Georgakopoulou (HR Manager)**