

TEVIOT

Teviot has been creating and activating successful brands since 1983.

We focus on understanding our clients (and their customers') needs to help us provide the best advice and creative solutions possible. We're constantly adapting and looking to improve what we do and how we do it.

We're looking for a special person to work closely with our senior management team to help us find like-minded new clients who share our ambition for growth and improvement.

Is this you? Or do you know someone ambitious who could fit the bill?

If so, please get in touch so we can have a more detailed chat about the role.

Job Description: Business Development Manager

Working closely with the Teviot senior management team, you will be responsible for sourcing and converting current and new business leads and generally working with the rest of the Teviot team, to develop, maintain and evolve our market position and agency proposition.

The role encompasses a wide range of duties, including:

- Developing and maintaining a robust new business pipeline
- Working with the Teviot team to develop case studies and appropriate sales collateral
- Building upon and developing Teviot's new business strategy and regularly sharing progress with the Teviot SMT and wider team
- Outbound prospecting via email, phone and face to face meetings
- Own and/or contribute to pitch and proposal documents
- Regularly attend networking events/seminars to maximise awareness of the Teviot brand
- Contribute to the overall market position of the agency
- Participate in account brainstorming and media/marketing strategy development and roll out
- Build and maintain detailed knowledge of the sectors our clients/prospects work in

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- Create links and develop effective working relationships with appropriate 3rd parties and partners
- Making a significant contribution to the agency's bottom line (increase in profit) by sourcing and winning exciting new client relationships

Essential attributes

- Demonstrable experience in a Sales/Marketing role, preferably within an agency environment
- A passion for and thorough understanding of the brand and marketing landscape and marketplace
- Confident with a relaxed, yet persuasive manner and able to quickly build a rapport
- Excellent organisational, project management and problem-solving skills
- A high level of numeracy and literacy with strong attention to detail
- Ability to multi task and work under pressure
- Ability to build and maintain strong working relationships internally and externally
- Able to present to senior client contacts
- Trustworthy
- Willingness to travel as required

Salary & Benefits

- Competitive salary and bonus dependent on experience (and success!)
- 26 days holiday a year (plus studio closed over Christmas!)
- Private Vitality Health & Medical Cover
- Pension contribution
- Personal development & training
- Possible UK & overseas travel
- 4 o'clock drinks on Fridays

The Interview Process

- There will be a 2-stage interview process
- You may be asked to compile a short presentation