

Geographic Business Development Manager EMEA

Contact type: Permanent

Location: London

Salary: Competitive

Deadline: 11 June

JOB DESCRIPTION

Position title: Geographic Business Development Manager EMEA

Reporting to: Head of Europe, Middle East, Africa & Latin America

Background

London & Partners is the official promotional organisation for London. Our company attracts and delivers value to overseas business, event organisers, students and visitors. London & Partners is a not-for-profit public private partnership, funded by the Mayor of London and our network of commercial partners.

Purpose of role

To manage a mixed portfolio of projects from inception to completion with particular focus on larger accounts and aftercare business support services across the regions of Europe, Middle East, Africa and Latin America, which will result in job creation and significant value added to the London economy.

Key tasks

- Build relationships with senior level executives to identify growth and expansion opportunities, particularly internationally mobile ones
- Influence clients and stakeholders to choose London over other destinations.
- Provide high-level client management services to support businesses engaging with London.
- Manage project related virtual teams, country representatives and partner agencies to drive pipeline forward.
- Actively seek, research and share market intelligence and trends for programme developments.
- Take a lead role in representing London & Partners at external fora.
- Provide strategic input to generate maximum value to the London economy and to increase funding for the organisation.
- Develop and maintain successful relationships with London & Partners' Commercial Partners and intermediaries such as UK Trade & Investment, Chambers of Commerce, Embassies, Boroughs, Academia, Media, Influencers, etc.
- Organise visit programmes, sales missions and escort potential delegations where appropriate.
- Collaborate with other EMEA team members and with other departments in cross-functional initiatives. Assist the Heads of Geographic Regions or Sales Director in implementation of the business plan.
- Produce ongoing management information which includes reporting, maintaining accurate data in CRM system, scorecards and other management tools

Person specification

The successful candidate will demonstrate the following knowledge, skills and experience:

1. **Education:** degree level or equivalent professional qualification
2. **Sector knowledge:** industry knowledge of project finance, financial services or institutional investors highly desirable. Knowledge of other sector also welcome.
3. **Commercial acumen:** experience in a business-to-business commercial environment or institutional investment, with good understanding of how decisions are made and deals closed.
4. **Client management:** relevant and extensive experience of handling projects of varying sizes.
5. **International markets:** working knowledge of the different issues encountered in international markets.
6. **Language:** fluency in English plus at least 1 language spoken in the main countries of the region. Arabic is a desirable but not essential
7. **Market knowledge:** an understanding of the Middle East and African market is desirable, but not essential
8. **Social media:** experience in using social media in a business environment preferred.
9. **IT:** knowledge of Microsoft Office, Word, Excel, PowerPoint and databases is necessary for this role.
10. **Driving:** must be legally able to drive in the UK.