

# MANCHESTER'S FINEST

**Job Title:**

Business Development Manager

**Salary:**

Competitive basic and uncapped commission

**Line Manager:**

Commercial Director

**Purpose:**

As a business development manager, candidates should be aware of emerging new business opportunities across the city. The aim is to obtain new clients, build and maintain relationships and essentially drive revenue. Candidates, should have charisma, drive and be extremely personable. Adequate knowledge of social and media platforms is favourable.

**Responsibilities & Tasks:**

- Establish and grow client relationships across all lifestyle industry verticals (food, drink, arts, property, culture, music and events).
- Accurately manage and forecast sales pipeline.
- Achieve revenue goals on a quarterly basis.
- Seek out and develop relationships with clients and agencies and sell through our portfolio of social and media platforms.
- Ability to produce creative proposal decks.
- Flexible to attend and network at evening and weekend events.

**Requirements:**

- Relevant experience in a similar position.
- An existing contact list of potential new clients.
- Excellent writing and communication skills.
- Ability to problem solve and create creative campaigns.
- Confidence in pitching to potential new clients.
- Ability to thrive in a fast paced environment and work proactively with a dedicated attitude and use initiative.
- A passion for lifestyle media and the hospitably industry.
- Experience working with media buyers would be favourable.

To apply please email [james@manchestersfinest.com](mailto:james@manchestersfinest.com) with a cover letter and CV.

Application deadline: 31st October 2020.