

Vacancy:

Business Development Manager

- **Posted:** 16/12/08
- **Contact:** Russell Townsend
- **Location:** Los Angeles
- **Contract:** Permanent
- **Salary:** Negotiable

Overview of role:

As part of our growing team, Clusta are seeking a Business Development Manager for our LA office to help expand the US client base. Working under the Operations Director the applicant should have broad experience in business development/ lead generation. This is a unique opportunity for the right candidate who is adept at initiating conversations and building rapport, calling prospective customers to identify and qualify opportunities, participating in pitch and chemistry meetings, developing effective proposals and negotiating the business terms of a contract. The ideal candidate will have a professional demeanor, superior communication skills and the ability to articulate a wide range of services, from traditional print design through to innovative technology solutions. Our target markets include entertainment, technology, automotive and apparel.

This position requires an energetic, dynamic individual, professional and determined with regards to your approach to sales whilst fitting in with the friendly and creative studio team. The candidate must be a team player, fully understanding the requirement exceed sales targets, quickly and effectively growing the business.

Job Function:

- Identifying potential new leads and business opportunities
- Cold calling to secure meetings with the appropriate contact within the designated target industry sectors.
- Conducting client meetings including demonstrations and presentations.
- Attend conferences and networking events.
- Build relationships within local industry and national brands to grow the company profile and reputation.

Candidate Requirements:

- Minimum of 5 years experience of B2B sales, ideally within the design/ technology sector.
- Outstanding record of achievement in his/her current position.
- Ability to articulate a visionary message with senior executives via phone and in face to face meetings.
- High energy, positive attitude and entrepreneurial spirit.
- Highly effective communication skills: written, oral and group presentations.
- Willingness to work out of the LA office (required).

How to apply:

Interested applicants can apply via email only to: russell@clusta.com

Please include:

- PDF cover letter
- CV
- Examples of 3-5 recent projects (providing a description of personal contribution for each) plus an online portfolio.
- Subject line: "US Business Development Manager"

No phone calls yet – we're hiring because we're busy, email only.