

Business Development Manager

Fantastic opportunity to join a dynamic organization seeking to grow in key international markets with law firms and other players in the legal sector.

Acritas

Acritas is seeking an experienced business development professional to help it to expand its business.

The firm has a well-established brand and is recognized as one of the world's leading research and consulting firms specializing in the legal market. We have offices in London, Newcastle and New York and a client base all around the world.

We have a range of research products and a new range of advisory services. We now need to strengthen our sales resource by employing a business developer based either in London or New York.

The task

Acritas has an excellent reputation in our specialist market. With this, we have an established base of clients and contacts. We need the business development manager to make contact with clients and prospects, to interest them in our services and to set up appointments for the directors to meet with the relevant people.

Once the initial meetings have taken place, we need support to write proposals, to ensure that leads are followed up and to be sure that any follow up commitments for further information etc are carried through.

The role

To help generate and build business for Acritas

This will involve:

- Identifying contacts within prospect organizations, making contact with them and creating meeting opportunities for the Acritas relationship managers
- Maintaining contact with these and other established Acritas contacts so that we are front of mind when opportunities arise
- Drafting proposal documents for projects
- Chasing progress with proposals and other pipeline opportunities
- Working with the Marketing team to develop and enhance sales support collateral, including the web site and email communications
- Following up campaigns to generate leads, qualifying leads and progressing through the pipeline

The person

You will have a proven track record of business development in a B2B environment. Knowledge of the legal sector and/or legal services would be a distinct advantage. You will need to demonstrate that you can relate well to senior professional buyers. You will need to be able to grasp the complexity of our products and services and to be able to handle routine questions about them.

We anticipate that in the early stages much of the contact making will be by phone, but as your knowledge of the market and people increases, we would want you to be able to meet clients and prospects in person.

Remuneration

£30 – 40,000 basic plus commission.

Next steps

Please email a CV to AcritasBDM@fastmail.fm.

This position is available immediately and applications will be processed as quickly as possible. We are expecting a high response rate; therefore we will only be contacting you if your application is considered for the next stage. If you have not been contacted within two weeks then you have been unsuccessful on this occasion.