

# GLASGOWS

## Business Development Manager

Glasgows, Unit 5, Centurion Court, Farington, Leyland, Lancashire, PR25 3UQ

[www.glasgows.co.uk](http://www.glasgows.co.uk)

### Who are you?

We're looking for an exceptional Business Development Manager to join our talented team to expand our sales and develop relationships with new clients across a range of target sectors.

You will be creative, organised, enthusiastic and dedicated in your approach to bringing new clients onboard.

You will be able to demonstrate your track record within the events industry, having worked with similar agencies in the public, private or third sector clients.

You will be a first point of contact for new clients and so you will be approachable, articulate, confident and able to explain and demonstrate to potential customers how Glasgows can provide creativity, innovation and value.

You will thrive under pressure, relishing the responsibility for developing new business opportunities and working with the wider teams to create innovative and exciting proposals.

### Who are we?

Glasgows is a leading events, film and digital agency with complimentary in-house services including events management, production, creative, web development and much more. We've built a solid reputation over 33 years as being a number one choice for our range of high-profile clients, delivering exciting solutions where "everything is possible"!

**everything** is possible

## **The role**

Becoming part of our close-knit team, and working to the directors, you will be responsible for identifying and developing new business opportunities. The role encompasses the full sales process from research of potential clients, securing appointments, developing relationships, gaining briefs, preparing and presenting proposals.

Responsibilities will include:

- Working independently to research and identify potential clients and decision makers, pursuing new sales opportunities in agreed market sectors
- Developing key account relationships
- Fully understanding Glasgows services and engaging with all teams within the business to be able to explain and demonstrate to potential customers how Glasgows can provide creativity, innovation and VFM
- Identifying new business opportunities and developing products/packages to suit
- Securing project briefs and ITTs from decision makers and/or budget holders
- Converting opportunities by leading proposal development and pitches working with the wider Glasgows team

This is an exciting opportunity for the right person with considerable industry experience within an agency or corporate environment where you have a proven track record. It is not a traditional 9–5, potential clients are based across the UK and the ability to travel and stay overnight on occasions, is prerequisite. A full, clean UK driving license is essential.

## **What we're offering**

The position carries an excellent package, with salary expected to be in the region of £40,000 to £50,000 depending on experience, plus benefits including car allowance, contributory pension scheme and non-contractual profit-related bonus scheme, together with other benefits such as healthcare insurance which are activated following a period of employment.

The post is based at our main office in Leyland.

## Interested?

If you possess these skills and would enjoy working in a friendly environment as part of a hard-working team, then we want to hear from you.

Please email your CV, including details pertaining to the skills/experience requirements above, along with the names of two referees from your present/previous employment and current salary details to [g@glasgows.co.uk](mailto:g@glasgows.co.uk).

All applications will be treated with confidentiality.

*Glasgows is an equal opportunities employer and welcomes all applications*