

BUSINESS DEVELOPMENT MANAGER, OTE £75-£90K

Created in 2003, our client's product is Europe's only membership organisation exclusively for Directors and reports-to-the-board. Currently supporting 600+ Members in their executive roles and their broader career ambitions, both executive and non-executive.

Due to their continued expansion, they are looking to appoint a senior Business Development Manager to their Corporate Team, focusing on Global / Fortune 500 and FTSE 100 companies.

Joining a growing and successful team of four, this new position will be responsible for commercially developing relationships both with C-Suite prospects themselves and senior HR and L&D executives, for whom this product forms part of their executive development programmes.

The successful candidate will have:

- A minimum of 5+ years' successful business development experience across a blue chip client base
- The gravitas to, and a proven track record of, building relationships with C-suite executives at large corporates
- Preferably, although not essential, experience dealing with senior executives within HR and L&D functions
- A strong service ethic and a genuine interest in building relationships
- A good understanding of the dynamics of large national and global organisations
- A reasonable understanding of the stock market, its key terms and operating principles
- Ability to work in a flexible, rapidly changing work environment
- Ability to deliver against monthly, quarterly and annual revenue targets

For more information about this role, please contact Angela Izard at Morgan Rutherford Associates Ltd