



## **NEW OPPORTUNITY: NEW BUSINESS DEVELOPMENT MANAGER**

**Vizability Media Group** are looking for an individual that's as excited about beautiful printing, design and custom finishes as we are. We are currently recruiting a '**New Business Development Manager**' within our Sales & Marketing team to support the development of our creative print and design services. This role will be mainly performed from our main office, 731 Fulham Road, SW6 5UL with flexible working opportunities available.

The objective of the New Business Development Manager is to improve VMG's market position and achieve financial growth. The person in this role will seek to build key customer relationships, identify business opportunities, negotiate and close business deals.

Your VMG journey will include:

**New Business Acquisition:** Ensuring a robust pipeline of new opportunities by prospecting and generating interest from new clients and ultimately converting prospects into longstanding clients. This includes:

- Researching, identifying and reaching out to decision makers within client organisation through networking and cold calling as appropriate
- Collaborating with team to plan persuasive pitches on VMG's services
- Participate in pricing the proposed solution(s) / service(s)
- Negotiate and work through objections and concerns to a positive conclusion

**Client Retention:** Building and enhancing key client relationships. This includes:

- Presenting new products and services to develop existing key client relationships
- Collaborating with team and clients to ensure needs are met

**Strategic Planning:** Developing a strategic plan for continued rapport with new clients, setting targets for sales and long-term communications to improve business relationships. This includes:

- Maintaining regular rapport with Managing Director on new business progress reports and forecasted sales targets
- Staying up to date with new print marketing strategies, industry events and our competitors
- Maintaining regular rapport with Managing Director on developing trends with competitors and in the market to provide recommendations on the development of new and unique products and services for VMG

### **Desired Skills:**

Knowledge of creative papers/ printing and finishes, Motivation for Sales, Prospecting Skills, Research, Networking, Persuasion, Writing, Sales Planning, Negotiation, Market Knowledge, Meeting Sales Goals, Professionalism, Microsoft Office.