

Here.

Here Design
Business Developer

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Who We Are

Here is a company of thinkers, writers, designers and makers that work together to create beautiful and useful things. We call this, Beautility. Our studio is a busy, dynamic environment where creative solutions and strategic thinking are the guiding principles that underpin everything we do. We are a certified B Corp and believe in business as a force for good.

We are growing our team and looking to recruit a results-driven Business Developer to join our multi-disciplinary team in East London.

Who You Are

We are looking for someone that is positive and resilient in their approach. A problem-solver with a strong desire to succeed. You will have strong commercial acumen and experience of sales in an SME design business to help escalate our ambitions and deliver our mission of making good choices desirable.

You will have a strong analytical understanding of which levers to pull to deliver consistent results. You will be persuasive and able to confidently influence all levels of decision maker whilst actively listening to their views.

Responsibilities Include

Business Development

- Support the Leadership Team with business development strategies and once agreed, execute and manage plans to ensure a robust pipeline of opportunities
- Implement a robust new business sales plan for all sectors identified as having potential. Map out the opportunities for each sector and how to reach new prospects
- Gain traction in sectors we are not known in but wish to have a greater presence in
- Set up meetings between new prospect decision makers and the Leadership Team
- Develop proposals with the Leadership Team that align with client's needs, concerns and objectives
- Play an integral role in weekly new business status meetings, providing updates and actions that can help to further opportunities
- Work closely with the PR and Marketing Manager to determine the marketing plans required to draw new contacts towards the business
- Work with the PR and Marketing Manager to coordinate and manage production and updates of sales related collateral (portfolios, credentials, pitch decks).

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Responsibilities Cont.

Research and data

- Research and create target lists of potential new clients and relevant contacts
- Proactively source leads across sectors. Keep track of organisational movements within key target businesses
- Perform industry and sector research to identify trends which will inform our business development approach
- Keep personal knowledge of Here's projects, products and services up to date in order to add depth to communication with new leads and prospects
- Maintain up to date knowledge bases of all research and insight relevant to new business

Pipeline management

- Establish and own all sales pipeline processes and systems, ensuring the capture of timely information from all those involved in new business each week, to enable accurate financial reporting and analysis
- Manage the sales pipeline effectively to ensure that the lead to sale conversion rate is known and tracked
- Ensure all prospect and sales information is recorded accurately
- Achieve and exceed specified monthly and annual targets for lead generation
- Follow a structured sales process from opportunity to closure
- Develop a 'Go/No Go' process that includes new prospect due diligence and assesses whether or not potential new projects satisfy our criteria for new work
- Report weekly on sales progress and issues

Relationships and networks

- Meet potential clients by growing, maintaining, and leveraging your network and building relationships
- Manage the relationship with new leads, guiding them through all stages of the pipeline, ensuring meetings take place in a timely manner and all presentation materials are prepared in advance
- Follow up on all inbound leads in a timely manner and effectively qualify their potential
- Demonstrate the value of our services to potential clients and show how we can help them achieve their business objectives
- Attend trade shows and events to identify and source new prospects, build a network of prospect contacts and source new ideas and market insight

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Essential

- Solid experience of inbound sales and business development in a small to medium creative/design business
- Excellent track record of meeting business development targets
- Excellent stakeholder management skills and ability to communicate with and to influence colleagues and a wide range of external contacts
- Genuine interest in purpose-led business (businesses with environmental and social impact commitments)
- Genuine passion for and commitment to working in a business which aims to help solve the climate crisis, not add to the world's problems

Desirable

- Proven commercial experience within the luxury sector
- USA sales experience is highly desirable
- Knowledge / training in sustainability and how this applies to business

Working Here

- 4.5 day week (9:30 - 18:00 Monday – Thursday, 09:30 – 13:30 on Fridays)
- Catered Friday Lunches every other week
- £100 gift on your birthday
- Summer, Thanksgiving and Christmas social events
- Free weekly Yoga
- Extensive programme of cultural events incl. paid exhibition visits
- Vitality healthcare – incl. free cinema tickets and 50% off a pair of sports shoes
- Cycle to work scheme and in-studio bike storage
- Discretionary bonus
- Individual training budget
- 20 days holiday, increasing to 25 days holiday after 5 years' service
- Studio closed between Christmas and New Year's
- Tailored professional development plan
- Access to free therapy sessions with Self Space

How To Apply

Send your CV to recruitment@heredesign.co.uk with the reference Business Developer in your email subject.

Please Note

We encourage you to apply early. We are looking to hire as soon as possible and will meet candidates as soon as we find people who are a great match. It is likely that the interview process will involve an initial online introductory meeting with shortlisted candidates then invited for an in-person meeting.