

Business Development Manager - International

Salary c. £37,500 per annum

Full Time

We are seeking a dynamic, results focused and ambitious Business Development Manager with International experience to join our growing business. With a proven track record in sales, the successful candidate will be able to demonstrate the drive and energy to actively promote and sell our extensive portfolio of music and creative arts qualifications. A knowledge of the education sector or creative arts industries would be advantageous but a commitment to sales and a proven track record of success is of primary importance. The role is Head Office based, with extensive international travel as required.

RSL Awards Ltd

RSL is a leading International Music, Performing Arts and Creative Digital Media awarding organisation. Based in SW London we operate in 50 countries around the world organising, assessing and certificating 80,000 music, performing arts and creative digital media exams and vocational qualifications annually. These are supported by over 180 books in print, both online and in hardcopy format.

The Role

Reporting to the Head of International Business Development, you will manage new and existing RSL business overseas and deliver agreed sales targets. You will provide tactical support and strategic direction for the country representatives and overseas subsidiaries, identifying and assessing new countries and opportunities. The role will involve non-regular hours, requiring extensive international travel and frequent evening and weekend work.

Key duties and responsibilities:

- Secure and develop both new and existing RSL business
- Plan and activate strategies to achieve agreed country specific sales targets
- Collaborate with and support the wider International RSL team
- Work closely with the existing RSL representatives (and contract new ones) to develop their business and ensure the smooth running of RSL examinations and qualifications
- Agree annual budgets and sales targets per territory
- Manage costs for the specified regions, ensuring they are in line with budgets
- Ensure understanding of relevant academic rules, regulations and policies in each country
- Support the Head of International Business Development in developing and implementing the strategic sales plan

You will have:

- A degree level education
- International experience
- Cultural awareness and empathy
- Demonstrable knowledge of long term project planning, monitoring and on-going business development
- Strong networking and excellent interpersonal skills, including active listening and the ability to communicate effectively and persuasively, including public speaking
- Financially astute with excellent attention to detail
- Willingness/ability to travel extensively.

Personal Characteristics:

- Ability to maintain confidentiality at all times and to comply with the Company policy on handling confidential/sensitive data, thus ensuring security in the management and use of information.
- Well presented, hardworking, tenacious and persistent
- Capable, professional and customer focused
- Self-motivated, passionate, and have an entrepreneurial spirit
- Strong presence with solid influencing skills

Please apply with CV and Covering Letter to JaneProffitt@rslawards.com

Closing date: **31 January 2020**