

Head of Business Development (International)

Salary c. £47,500 per annum (dependent on experience)
Full Time

We are seeking an established Business Developer/Sales Professional with extensive International experience to join our growing business and lead our team of international business development specialists. Demonstrable success in sales is a must for this challenging and exciting role as is the ability to mentor and develop our existing international team. 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 Director of Business Development, the successful candidate will manage the existing RSL International business, providing tactical support and strategic direction for our subsidiary companies, our team of Business Development Managers and their Country Representatives. The role will involve extensive international travel, and frequent non-regular hours, including evenings and weekends.

Key duties and responsibilities:

- Lead on all aspects of the International Business Development (BD) function
- Work closely with our existing BD team and RSL overseas representatives to develop their businesses (approx 50 countries currently)
- Identify, assess and propose new global opportunities for the RSL qualifications product range
- Control costs in line with the International budget
- Coach, develop and mentor the International BD team, setting targets and monitoring performance
- Oversee the BD function of the overseas subsidiaries (India, Spain and China) with the relevant BDM, setting targets and monitoring performance accordingly
- Understand relevant academic rules, regulations and policies in each country
- Participate, as a key member of the RSL team, in the development and implementation of the strategic sales plan for the business, in support of the Director of BD

You will have:

- A degree level education
- Well-travelled with demonstrable experience of driving business growth internationally
- Ability to identify and analyse market opportunities and develop appropriate business plans to achieve targets
- 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
- Experience of team performance management and personnel development (desirable)
- Good understanding of the music industry and how music is taught in schools (desirable)

Please apply with CV and Covering Letter to JaneProffitt@rslawards.com
Closing date: **31 January 2020**