
Role: Business Development Director

Location: Shoreditch High Street, E1 - hybrid working from home and the office

Start date: Immediately

The skills we're looking for: Generating new business opportunities by thinking strategically, building relationships and booking in high quality meetings that lead to an active brief

Reporting into: Chief Client Officer

Salary: £70K pro rated for 2 or 3 days a week (to be agreed) + performance incentive scheme

Apply: Send CV and cover letter to recruitment@givenagency.com. Tell us why Given, why this role and why you. Please put the job title in the subject line.

The role

With a sole focus on increasing sales for our business, you will be responsible for ensuring that the top of our sales funnel is full of new and fruitful opportunities. This is a business development role in a small company in a high growth sector. We are vying for position as market leader and we need someone to keep filling our pipeline to ensure our continued success. We want to capitalise on our current opportunities, both in the UK, European and North American markets, where we are building our presence.

You will use different tactics to develop sales strategies, build trusted relationships and help organise other members of the team to ensure you are bringing in high quality meetings and nurturing new relationships that result in prospective clients receiving the best experience and ultimately issuing us a brief.

The success of the role will ultimately be measured by high quality meetings that result in a brief.

Day-to-day

- You will work with our Chief Client Officer to align your sales strategy with our overall business plan and ambition
- You will work closely with the marketing team to share your point of view on what we should be leveraging as a business to 'sell' Given more effectively, ensuring we have the most compelling content for prospective clients
- You'll be reaching out to Sustainability Directors, CEOs and Brand or Marketing Directors to explore opportunities, understand their needs and to find a hook for us to get a meeting
- You will oversee the use and effectiveness of our CRM database (Hubspot) to ensure we don't miss any opportunities, offering suggestions for improvements
- You will book in quality meetings and ensure that the Given team in attendance are well briefed and clear on the job to do in order to ensure a productive 'next step' is achieved after each meeting
- On bigger pitches you will lead and deliver winning pitch decks and proposals

About you

- You will have 10-15 years experience in business development with professional services businesses, ideally brand/ marketing/ comms experience. You will ideally have experience of working in the UK and internationally.
- You will have the experience, drive and ability to build this discipline, being clear on what support you may need.
- You will be a self starter with a great network and the confidence to go out and extend it on behalf of Given.
- You will have a proven track record of sales success, showing how you have generated new opportunities, opened doors and then built relationships to the point of winning pitches and closing deals.
- You will be driven by proactively seeking opportunities and working in an agile way responding to client needs, changes in the market and keeping up to date with topical conversations.
- Having an understanding of the world of sustainability and purpose in business would be preferable but not essential.

About us

We're Given – the agency for purpose-driven brands. Founded in 2009 to help brands and business become a force for good, we've shaped sustainability strategies, dreamt up integrated creative campaigns and built impactful brands – all with a laser focus on creating positive change in the world. Our work has helped national and international brands like IKEA, John Lewis & Partners, Nationwide, Shelter, Aviva, Trainline, Calvin Klein, Yorkshire Water, Napapijri, Tommy Hilfiger, and many others, define and execute on their brand purpose. We fundamentally believe it takes both insightful strategy and imaginative creativity to change things for good, so we have both under the same East London roof.

Recruitment process

Our first step will be a 30 minute phone call to understand a bit more about you and why you've applied. Next, we'll invite candidates to a first round interview to get into more detail about your experience and expectations of the role. The final stage will involve answering a short brief, that should only take a few hours of your time to prep, and presenting back to us. If you are comfortable doing so, we'd prefer at least one stage of the interview process to be face to face in our Shoreditch office.

For our people

- Hybrid working, with only one fixed day in the office a week
- We offer 26 days paid holiday per calendar year pro rata, plus public holidays. We also close the office between Christmas and New Year, which is in addition to your paid holiday allowance
- Company bonus scheme
- Pension Scheme with Aviva

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- Health plan with SimplyHealth
 - £100 working from home allowance to help your home office set up
 - A tenure bonus reward after 3 and 6 years of employment
 - Work from anywhere for 1 month of the year, after your first year of employment
 - Access to our Given Campus for training and development needs
 - Interest free season ticket loan and Bike to Work scheme
 - Option and role dependent mobile phone for business and personal use (UK domestic calls only)

Given strives to be an equal opportunities employer and everyone's commitment to this process will be expected.