

Business Development Account Manager – GERMAN Speaking

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Company: BMS Performance

Location: London

Category: other-general

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A chance to use your German language skills to work with a highly respected and well-known company, selling into global law firms and large corporate businesses.

Join a high performing, successful sales team who rewards high achievers with a team trip away each year.

Enjoy hybrid working - commuting into Central London twice a week.

GERMAN Speaking Business Development Account Manager

Sector: Legal Research and Information

Language Needed : German

Location: CentralLondon

Salary: £45,000k + OTE £20,000k in Year 1 (uncapped)

The Role: This is an exciting and varied position for an driven and credible German speaking new business salesperson to take the next step within their sales career. Working closely with global law firms and large corporate businesses, the German Speaking Business Development Account Manager will sell subscriptions to business intelligence & insight reports across the legal sector. Targeting in-house Lawyers, private practices and government councils, the German Speaking Business Development Account Manager will focus on driving new business acquisition as well as growing their existing account base via renewals, cross selling and upselling.

Progression : Lead by a manager who progressed from this position into the Sales Manager in under 3 years (the fastest it's ever been done), the incoming German Speaking Business Development Account Manager will benefit from hands on, consistent training and development sessions. With a bi-annual formal review process that includes an opportunity to progress each time, the German Business Development Account Manager will have the opportunity to prove themselves against targets. Enjoying clear and realistic progression opportunities, the German Speaking Business Development Account Manager can follow in their managers footsteps, progressing into senior sales roles or a path to management.

The Sales Team Due to continued growth, our client is proud to host highly successful salespeople. Last financial year, the whole sales team achieved their yearly target. Top performers are rewarded with a team trip away each year! Currently, the whole sales team are on track to hit target again! As such, as our client is looking for a confident, credible and fluent German speaker with strong business development skills to join their successful team.

The Company & Culture: Established over 50 years ago, our client is renowned within the legal industry for their legal rankings and independent insights products. Having achieved consistent growth across the commercial team over the past few years, our client is looking to continue this trend by expanding their commercial division to ensure new and existing client relationships are given optimal focus. With a focus on hybrid working, the incoming salesperson will commute into the central London office 2 days a week, enjoy plenty of fun and varied socials with inclusivity in mind and relevant industry talks.

Requirements: For this position, we are looking for individuals who meet the following criteria: 3+ years of B2B closing experience, with exposure to new business development.

Fluent German speaking skills is required.

A background within a consultative, sales environment is a preference (eg. Subscriptions/Saas/Data etc.)

Career experience or an interest in the legal sector is a bonus

A proactive, switched-on, and hungry individual who looking for a fast-paced, collaborative team culture.

To apply this exciting position, you **MUST** be fluent in German. Please note, our client is unable to offer sponsorship, so you must already have a right to work in the UK.

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