

Business Development Manager

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Company: Christy Media Solutions

Location: United Kingdom

Category: other-general

We have an fantastic opportunity to join our esteemed client (prior winner for Product of the Year at NAB) during a really exciting time for the company in its current growth strategy plans. As a company, they are looking to make a big push forward within the Media and Entertainment industry with its array of technology solutions backed by a large global R&D team. This is a key hire for the company which will report into the Sales Director for EMEA. They have looking for somebody confident in a hunter capacity, where you will be responsible for identifying, developing and expanding new relationships within EMEA region in the Media & Entertainment industry including broadcasters, production companies and professional sport. Key Skills: - Relevant industry experience within the Media and Entertainment industry (M&E) - Previous background in developing new business/lead generation/hunter capacity role- Prior knowledge of working with a Customer Relationship Manager (CRM) system ideally Salesforce - Personality - Happy to work in a fast-paced Sales environment, self-driven, relationship builder and is confident having technical conversations in a M&E environment This role will be home-based with regular travel to the company HQ in Cardiff, key EMEA customers or industry tradeshow. A strong overall package is available for this role which consists of a base salary + OTE alongside further company benefits! Please note for this role the client is unable to offer sponsorship in the opportunity. If you feel like this is the role you have been looking for, please apply now with a copy of your CV.

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