

Business Development Manager

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Company: SECRET SALES

Location: United Kingdom

Category: other-general

Are you passionate about forging partnerships and driving business growth? Do you thrive in a dynamic and innovative environment? If so, we have the perfect opportunity for you! We are thrilled to announce an exciting new job vacancy for our Secret Sales, Dreivip and Dress-For-Less sites. As we continue to expand our reach and offerings, we are seeking a talented and motivated individual to join our team as a Senior Manager responsible for acquiring new business partners primarily for our Dress For Less platform. You will be responsible for: Identifying and establishing strategic partnerships with brands, retailers, and suppliers, through targeted outreach and networking efforts. Develop and nurture relationships with key stakeholders, negotiating partnerships and agreements to drive mutual success. Collaborate with cross-functional teams to ensure seamless onboarding and integration of new partners, providing ongoing support and guidance as needed. Stay informed about industry trends and market dynamics, leveraging insights to identify new business opportunities and drive strategic initiatives. Qualifications: Proven track record of success in business development or sales roles, with experience in the fashion or retail industry. Strong communication and negotiation skills, with the ability to effectively articulate value propositions and influence decision-makers. Entrepreneurial mindset with a proactive and results-driven approach to achieving goals and objectives. Excellent interpersonal skills, with the ability to build and maintain relationships with diverse stakeholders. Be fluent in German and English. Join us on this exciting journey as we shape the future of non-full-price retail and redefine the landscape of the industry. If you're ready to make an impact and drive meaningful change, we want to hear from you!

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