

JOB DESCRIPTION

Job Title:	Senior Business Development Manager
Department / Business Unit:	Cambridge English, Global Network
Location:	Mexico City
Reports to (job title):	Regional Commercial Head

JOB PURPOSE

To lead the business development activities in the territory to achieve revenue growth and other targets

PRINCIPAL ACCOUNTABILITIES

Business Planning and Implementation

- Responsible for developing the business plan for the country(s) in conjunction with the Regional Commercial Head and the senior regional team
- Documenting detailed sales plans for each territory and/or key account as appropriate
- Delivering on revenue growth targets within agreed budgets and being accountable for the account revenues

Business Development

- Overall accountability for the sales function in your territory – leading your team in the implementation of the sales plan in the territory.
- The role will involve driving the sales process from initiation to completion, organising and delivering promotional presentations, attending conferences, events and seminars, identifying and reporting new business opportunities and providing market intelligence.
- Supporting the work of the Recognition Manager as appropriate.

People Management and Development

- Manage the Business Development team ensuring they are given clear direction and operate to the highest standards. Develop individual employees into a high performing team
- Deputising for the Regional Commercial Head, as requested

Relationship Development

- Accountable for the development of relationships with key stakeholders in the region including institutions, government and exam centres and for ensuring Cambridge English qualifications gain maximum recognition in the region.
- Develop and maintain specialist knowledge about our markets, education, assessment and the wider-educational landscape.
- Create and maintain high level relationships with internal stakeholders, being the voice of the customer

KNOWLEDGE, SKILLS & EXPERIENCE

Qualifications

Essential

- Educated to degree level

Desirable

- Relevant post graduate qualification (eg. MBA)

Skills

Essential

- Excellent communication skills in English (at least C1) plus at least C1 in a local language in region
- Proven leadership and teambuilding skills
- Excellent negotiation skills
- Proven sales ability
- The ability to use and interpret data as a basis for sound decision making
- Ability to adapt to different cultures and environments

Experience

Essential

- Leading a sales team
- Negotiating high value contracts
- Building senior relationships
- Working in an international environment

Desirable

- Working in a B2B context
- Knowledge of educational systems and assessment

Behaviours

Essential

- Collaboration
- Openness
- Innovation and improvement
- Responsibility
- Customer focused