



Job description

Job title	Business Development Director
Salary	£60'000-£65'000 with car, pension, healthcare, mobile, laptop, sport's club membership
Ref	16416

Our client seeks an accomplished Business Development Director to join them and win new business contracts from motor manufacturers, importers and trading businesses in the UK and potentially beyond.

Established in 1992 they have grown dramatically, first as a private business, then as part of a multinational media group, providing the UK's motor manufacturers and dealer groups with some of the most creative used car marketing initiatives and Internet technologies which help them gain valuable and profitable sales advantage whilst protecting the integrity of the brand message. Their customers include automotive giants such as Jaguar, Land Rover, Ford, Hyundai, Nissan, Renault and Vauxhall and they work with more than 40% of the UK's automotive manufacturers and importers.

The role will see the successful Business Development Director take responsibility for winning new accounts from amongst the pool of manufacturers, importers and resellers who do not currently utilise their services, winning the account, bedding it down and then handing it over to the account team to implement the strategy.

The successful Business Development Director is likely to have had consultative sales and business development experience in a creative or agency environment, interaction with marketing and web or Internet based marketing functions, commercial responsibility for delivery of a solution and ideally knowledge of motor manufacturers or the automotive industry, motor dealers or automotive brands. Ideally a graduate, IT literate and with excellent communication skills, smart personal presentation, a friendly but assertive manner, the ability to self manage and self-motivate and willingness to work by self-initiative are also desirable qualities.

All applications will be dealt with in strictest confidence.

To apply for this vacancy visit www.lawsonprice.co.uk or email candidates@lawsonprice.co.uk