

Global Business Development Director

London / Seattle / Boston

About Momentum.

Momentum is an account-based marketing consultancy. We help global B2B organisations transform how their sales and marketing teams grow their biggest customers. Over the last 8 years we have become the top destination for global organisations with complex offerings across technology, financial services and professional services.

You can expect to work with some of the world's most exciting brands, including Google, Amazon, Oracle, and Deloitte. Our clients work in competitive markets and look to us to help them find differentiation - with go-to-market strategies that put customer relationships first through sales and marketing partnership.

Our teams work at the intersection of insight, consultancy, and creative. We bring these disciplines together to help our clients build their businesses. If you're up for a challenge and excited to be part of a new way for sales and marketing to come together, we'll offer everything you need to build and grow your career.

Where You Come In.

As our Global Business Development Director, you will be responsible for driving business and increasing our revenue through identifying and developing new business opportunities whilst expanding the presence of our company. Your job will be to bring your wealth of experience to devise and deliver a strategic business development plan with a singular focus on achieving long-term, sustainable, profitable growth. You'll act as the subject matter expert on pitch and sales opportunities, advising on win strategies and ensuring propositions are articulated in compelling sales collateral.

You'll have a 'hunter mentality' with a proven track record of winning new business proposals to clients, ideally in the tech or financial services sectors. You are highly driven with a proactive mindset and a keen eye for detail, and you're able to handle daily conversations with multiple markets and disciplines. You demonstrate gravitas and credibility at all times.

Key Responsibilities

- Implement and agree a Bus Dev strategy with the Board.
- Identify potential new relationship opportunities and build a pipeline.
- Establish and grow relationships to develop and expand your contact base.
- Pitch our offering to prospects on all the services we can offer and support the delivery of all elements to ensure growth.
- Work closely with internal teams across the business to aid creation and delivery of presentations and proposals.
- Work with the leaders of our business to identify and prioritise key clients and to ensure resources are aligned accordingly.
- Work alongside the client services team in support of, and as part of, client teams to develop stronger and broader client relationships.
- Report on win/loss ratios and set targets for continuous improvement.
- Lead, advise and manage major opportunities as required
- Ensure cross-selling is happening at all levels, focusing on a specific group of priority clients and referrers, in order to institutionalise relationships and drive revenue growth.

For more information on the role or to express your interest, email Momentum People Director, rhian.price@wearemomentum.com