

## **Job Title:** Business Development Manager

**Location:** Remote, UK based, with up to 4 days per month in office at Absolute HQ, Devon.

**Salary:** To be determined based on experience

**Job Type:** Full-Time

### **Company Overview:**

Absolute is a leading designer and manufacturer of museum-grade equipment for the cultural and design sectors, specializing in delivering tailored solutions to museums, galleries, designers, contractors, and architects for displaying, protecting and explaining artworks and exhibits. We are passionate about contributing to the success of cultural projects worldwide through our high-specification products, and we are looking for a dynamic Business Development Manager to join our team and drive growth, both domestically and internationally.

### **Role Summary:**

The Business Development Manager will be responsible for expanding the company's presence primarily in the cultural sector, focusing on building partnerships with distributors as well as customer development, building and nurturing relationships with museums, galleries, designers, contractors, and architects. This role will require a deep understanding of the industry and a strategic approach to identify new business opportunities while fostering long-term client relationships.

This role is remote, suited to someone who will be enthusiastic toward travelling to visit clients and partners, predominantly domestically but also internationally, and there will be some days at the North Devon office required, more at first for training, then likely 2 days per month.

We are looking for someone who is experienced in B2B business development, results orientated and passionate about building strong long-term relationships.

### **Key Responsibilities:**

- Identify and develop new business opportunities mainly within the cultural sector, focussing on museums, galleries, designers, contractors, and architects, as well as distributors serving these client groups.
- Build and nurture strong relationships with existing clients, identifying opportunities and providing them with support on projects.
- Conduct market research to understand trends and customer needs within the cultural and design sectors, both domestically and internationally.
- Develop and execute strategic sales and customer development plans to achieve company objectives and revenue targets.

- Lead the end-to-end business development process, from lead generation and client engagement to proposal development, negotiation, and closing deals.
- Collaborate closely with internal teams, including marketing, sales admin and product development, to ensure alignment with client needs and project goals.
- Attend industry events, conferences, and exhibitions to network with potential clients and promote the company's offerings.
- Provide ongoing account management to key clients, ensuring satisfaction and exploring opportunities for repeat business and referrals.
- Monitor competitor activities and market trends to adjust strategies and maintain a competitive edge.
- Prepare and present regular reports on business development activities, client feedback, and performance to senior management.
- Ensure compliance with industry regulations and company policies across all activities.

**Qualifications:**

- Minimum of 3 years of experience in a B2B business development role, preferably within the cultural, design, or architectural sectors.
- Proven track record of developing and closing deals, preferably with cultural institutions, designers, contractors, and architects.
- Strong understanding of the cultural sector, including its procurement processes, funding sources, and project cycles.
- Excellent communication, presentation, and negotiation skills.
- Ability to work collaboratively with diverse teams and clients, understanding their unique needs and offering tailored solutions.
- Experience managing both domestic and international markets, with a willingness to travel as needed.
- Proficiency with CRM software and other business development tools.
- Passion for the cultural and design sectors, with an appreciation for the role of architecture and design in cultural projects.
- Bachelor's degree in business, Marketing, Arts Management, or a related field preferred, but not essential.
- A valid driver's license and the ability to travel internationally.

**Skills and Competencies:**

- Client-Centric Approach: Ability to build long-term relationships by understanding client needs and delivering value.

- **Strategic Thinking:** Develop and implement sales strategies that align with both client objectives and company goals.
- **Project Management:** Strong organizational skills to manage multiple projects and client relationships simultaneously.
- **Market Insight:** In-depth knowledge of trends, challenges, and opportunities in the cultural sector.
- **Adaptability:** Ability to navigate the nuances of both domestic and international markets.
- **Cultural Sensitivity:** Awareness of working with diverse clients across various geographical regions and cultural contexts.
- **Tactful Sales and communication style:** To suit our brand and our clientele, rather than a pushy or forceful sales manner, instead needs to be more refined, professional and thoughtful in approach.
- **Results-Oriented:** Demonstrated ability to achieve sales targets and drive business growth.
- **Confident with using LinkedIn** for prospecting, lead generation and relationship building.

**What We Offer:**

- Flexible, remote working.
- Competitive salary with performance-based incentives.
- Opportunities for professional growth and development within a creative and dynamic industry.
- A collaborative, friendly and inclusive work environment that values creativity and innovation.

**Application Process:** Interested candidates should submit their resume and a cover letter detailing their relevant experience and qualifications to [jade@absoluteproduct.com](mailto:jade@absoluteproduct.com) by 31.01.25.

Absolute is committed to fostering a diverse and inclusive workplace and encourages applications from all backgrounds.