

Job title	Business Development Manager
Location	Ideally you will be based in the UK but we are willing to consider candidates located in Europe or the USA.
Contract type	Full time, permanent
Salary	We offer a competitive basic salary as well as an achievable bonus structure.

About Alpha

Alpha has been at the forefront of the translation, localization and now globalization industries since 1987. We've built a unique in-house production model for the world's most demanding companies. We work with some of the biggest organisations in the world to ensure they are able to provide accurate engaging content to all their global target markets.

Main tasks

We are currently recruiting for a Business Development Manager to join the team and help us to grow our exciting and varied client base.

As a Business Development Manager, you will be focused on generating new business opportunities across a broad number of industry sectors. You'll do this by creating a bank of leads, qualifying them and converting them in to spending accounts.

Key requirements

You will need to be a confident, an experienced networker, able to engage others as well as an excellent fact finder and listener. You will be able to demonstrate you are self sufficient, focused on target outcomes, comfortable delivering presentations and able to report clearly on your progress.

You will also be willing and able to travel on a regular basis to attend events and exhibitions.

Previous experience within the language industry would be an advantage but not essential.

Ideally you will be based in the UK but we are willing to consider candidates located in Europe or the USA. It is though essential you are fluent English speaker.



ALPHA

In summary we are looking to appoint an ambitious, well presented, career-driven sales professional.

How to apply

If this opportunity is of interest, please send your CV with a supporting letter outlining your suitability for the role to Darren Hughes at: dhughes@thisisalpha.com.

Alpha

St Andrew's House

St Andrew's Road

Cambridge CB4 1DL

United Kingdom

☎ +44 (0)1223 431000

🐦 @thisisalphalive