



Job title	Business Development Manager (Financial Sector)
Location	Cambridge, UK
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. Our clients already include well known companies from the financial sector and we now wish to appoint a Business Development Manager, to expand further our client list from this sector.

Main tasks

As a Business Development Manager, you will be focused on generating new business opportunities from the financial sector. You'll do this by creating a bank of leads, qualifying them and converting them into spending accounts.

Key requirements

You will need to be a confident, an experienced networker, able to engage others as well as being an excellent fact finder and listener. You will be able to demonstrate you are self sufficient, focused on targeted 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.

You will already have a sound understanding and experience of the financial sector and the businesses that operate within it.

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

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

Alpha
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ALPHA

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.

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