

Senior Business Development Manager

Job description & candidate profile

About GMS:

GMS aims to become leader in media, training & events covering sustainability & social responsibility issues within the CEE region. Our mission is to support business that place ESG (Environmental, Social, Corporate Governance) at the heart of their strategy. We help them increase their reach, expand their knowledge, audience & customer base. This goal is achieved through delivering products and services to the highest standard in media & publishing, corporate events, training, conferences and the ESG certification process. Our core brands include Green Europe Today, ESN (European Sustainable Business Network) and programs such as "The GET Sustainable Show" and "Piątki dla Klimatu".

About the role:

Working from our Warsaw office and reporting both to the Managing Director and directly to The Board, this person will be responsible for leading the Business Development Department by creating and maintaining strong relationships with our partners & clients, seeking new opportunities for growth, and delivering on business objectives in line with company strategy. Core responsibilities include:

- building new relationships with potential partners & clients in line with our customer journey map
- maintaining contact with existing partners & clients ensuring delivery of multiple touchpoints for mutual gain
- controlling client & partner databases with up-to-date information on contact and delivery of results
- coordinating with other team members on the program deliverables
- attending business mixers and networking events to expand the company's reach potential
- editorial contribution to our platforms with client & partner commentary input
- identifying client needs and developing bespoke solutions
- working with team to formulate short-term and long-term goals, as well as plans to achieve both
- managing & participating in business negotiations
- analyzing, monitoring & reporting BD progress to the board with recommendations on improvements
- leading the Business Development Department and motivating the team by example
- managing deadlines as well as strict event and content creation schedules
- keeping up to date with latest trends and changes in ESG and sustainable business practices and legal frameworks

About the candidate:

We are looking for a driven and ambitious person who is passionate about social issues including: climate change, protecting the environment, animal welfare, health & wellness, and values such as equality and diversity in the workplace. In addition, the candidate shall have met the following criteria:

- minimum 3 years' experience of working in a similar role within a corporate environment
- has a strong understanding of and/or experience in ESG
- has strong written and aural communication skills in both Polish & English language
- is professional, can easily build new relationships and has a friendly persona
- is well organized, reliable and can work under pressure to strict deadlines
- has knowledge of general business software (MS Office) and aptitude to learn new applications
- has editorial experience in writing business related articles
- has a good eye for detail and can deliver high quality material
- is available to travel occasionally and work flexible business hours

Employee benefits include:

- Monthly salary that reflects candidate experience, knowledge & skills.

- Pleasant, healthy & flexible working conditions in modern office environment.
- Company laptop & phone.
- Quarterly & annual bonus.
- Annual appraisal including pay review and career progression opportunities.

Recruitment open until 30th November 2022.

Please send CV & cover letter to: careers@greeneuropetoday.com