

**Job Title:** Business Development Manager  
**Accountable to:** Client Development Director  
**Location:** Edinburgh Office, with travel throughout Scotland  
**Working with:** Working within our Client Development Team

**mclcreate** is a unique live events company with an ambition to become number one in the UK. We create over 10,000 event solutions a year from basic hiring of our own extensive AV kit right through to delegate management, production, creative and full event management – all under one virtual roof.

What makes us really special is the depth and breadth of our expertise which enables us to develop solutions with our clients to engage, inspire and motivate their audiences. We call it '**We know so You can**'.

Our values are our passion: **Trust, Integrity and Listen**. We trust each other to do our jobs, we have integrity to do the right thing, always, and we listen to our clients.

As well as being a great place to work, we really value our colleagues with a range of benefits, not to mention a day off on your birthday!

We have offices in **Birmingham, London, Manchester, Edinburgh** and **Glasgow**, all working together as one mclcreate to deliver better live events.

Want to join us? We're looking for a dynamic, results-driven Business Development Manager to join our team in Edinburgh, growing our client base within Scotland (and the wider UK) market areas.

As part of our amazing team, you'll be responsible for proactively identifying and responding to opportunities by pitching and selling our exceptional solutions to new clients.

#### **Your key accountabilities:**

- Create and execute exceptional personal sales plans to exceed agreed business objectives and targets
- Use consultative selling methods to really understand our clients' needs and develop effective solutions to meet and exceed their requirements
- Recognise when and how to manage a smooth client transition to other specialists in the business when appropriate
- Develop and engage a wide network of clients using existing CRM tools and your own contacts
- Provide accurate revenue forecasting and reporting
- Lead cross-business project teams to deliver client-driven, engaging, motivating and inspiring pitches around our services

**Your key competencies:**

- Strong inter-personal skills, including listening, engaging, negotiating and inspiring
- Excellent influencing skills
- Effective and persuasive verbal and written communication skills including presentation and storytelling, brief and pitch writing
- Analytical and numerate with excellent commercial acumen
- Effective sales planning skills
- Ability to prioritise client opportunities through pipeline to close sales
- Quick and innovative thinker
- Self-starter, able to work without direct supervision
- Highly motivated and resilient
- Commitment to role model our values and behaviours

A knowledge of the live events and/or production industry would be useful, but as long as you can sell we can expand your events experience with a mix of development and on the job training.

If you think you're the person for us, and you're ready to work in a fun, passionate and high energy environment alongside talented people who take pride in delivering better live events, apply now. Send your CV with a covering letter to [jill.leake@mclcreate.com](mailto:jill.leake@mclcreate.com)

(Please note, a valid driving licence is essential).

We're looking forward to hearing from you!

P.S. Check out our website for a taste of what we have done – and what you can look forward to – by being part of our team! [www.mclcreate.com](http://www.mclcreate.com)