



Document: Business Development Manager Role Overview

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Author: Dan Maudhub

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Overall Role & Responsibilities:

- To drive the business growth, to position Wonderful as a Top 100 UK leading digital agency within several vertical markets
- To utilise our existing database, external databases, government and tender networks, personal networking and other lead sources
- To qualify inbound leads to generate meetings/presentations using outbound techniques
- Work with the MD and management team to prepare pitches, presentations and be a key member of the pitch team
- Develop a partnership network of other agencies & consultants who can refer work to add value to their client base
- To achieve annual billings of £350,000 to £500,000 net revenue (total revenue minus media spend)

Details of the role:

Wonderful is looking for a hungry BDM or Senior BDM who is passionate about helping companies to grow fast through technology and digital transformation solutions. Utilising our case studies and expertise, we are looking for someone to win projects and contracts with fast growth companies and corporates who need technology and digital innovation.

A Wonderful person for this role is someone who has a strong understanding of and contacts in the corporate marketplace, good knowledge of the technology and digital space and a hunger to win clients and grow their career in a fast growth agency.

Remuneration:

- Basic salary: £30,00 to £35,000 dependent upon experience
- Commission: 4% of initial net revenue contract value plus 2% of additional year one net revenue. Commission is paid quarterly in arrears and is uncapped
- Annual Bonus: A discretionary annual company bonus is accrued based on overall company revenue targets
- Anticipated year one OTE: £50,000 - £60,000