

Business Development Director

Salary – Competitive

Location – London Hybrid

Experience Level – 5-10 years' sales experience and 3-4 years' supervisory or management experience

About Fuse Capital

Fuse Capital breaks the mould of finance and traditional technology advisory firms. Our passion for supporting entrepreneurs and insight into the best private funds around the world enables us to accelerate growth.

We pride ourselves on our financial acumen yet are unlike traditional finance people. There are no suits worn in our office, instead, you will meet a team of diverse and young minds looking to connect and collaborate.

Fuse Capital follows a flat hierarchy methodology; everyone's voice is heard and encouraged. We enjoy the flexibility of hybrid working and believe that by bringing the right people together at the right time, our YOY growth trend will continue.

A few points to add:

- Advisory for 400+ clients
- Offices in London & Brighton
- The No.1 advisor for High-Growth Technology Firms
- Clients in UK, Europe & Asia
- Rapidly Evolving Workplace
- Operating Since 2013

The role.

Your primary duties will include, but not be limited to:

- Negotiating contracts and closing deals
- Identifying and developing new business opportunities
- Creating customer proposals
- Building relationships with customers
- Expanding the profile and reach of the company and its brand
- Developing and strengthening internal and external relationships to bolster lead generation and market share
- Tracking emerging markets and trends
- Fostering and maintaining an entrepreneurial growth culture throughout the company and across all teams and work functions
- Conducting webinars and presentations to raise the brand and product profile
- Getting involved with content generation ideas and production, including written, video and audio formats

Personal qualities and Competencies

The role requires strong technical skills, and preferred candidates will bring expertise in:

- Relationship management
- Leadership, management and mentoring skills
- Strategic planning skills
- Knowledge of product and sector
- Financial and business acumen
- Excellent presentation and communication skills
- Ability to communicate accessibly and concisely about product or service to outsiders, including prospective customers, clients, partners, vendors, and press
- Effective organisational skills
- Negotiation skills
- Familiarity with technology and platforms used in your field
- Research and analytical skills

- Interpersonal and customer-service skills
- Big-picture thinking
- Lead generation and management experience
- Fast learner
- Enthusiasm and sincerity

Send your CV and cover letter to: **hello@fuse-capital.com**