

JOB DESCRIPTION

Position: International Business Development Manager
Division: Business Development
Location: Sunbury
Reports to: Commercial Director

OVERVIEW

Reporting to the Commercial Director, the IBDM will be a key member of the Global/Enterprise Business Development Team and is central to helping AVMI effectively progress new sales opportunities outside of the UK.

The IBDM will provide support to AVMI Account Managers in qualifying opportunities for international projects and services; progressing these, where suitable, to secure pre-sales resources via a Deal Clinic. Working with key contributors throughout the business, the IBDM will then take the lead in structuring and progressing all delivery elements of the required solution.

The IBDM will also take ownership for the on-boarding and management of international AV service delivery Partners.

MAIN ROLE AND RESPONSIBILITIES

- International opportunity qualification
 - Develop and manage the process(es) for qualifying and assessing new international sales opportunities
 - Present international sales opportunities to the International Business Development Deal Clinic and secure appropriate pre-sales resourcing
- International solution development
 - Work with Account Manager to progress the sales opportunity with all key functional contributors including; technical and service design; Global Enterprise Team; international finance; Customer Solutions Support Team (incl shipping & logistics); Regional sales/operations teams; OEM/Supplier representatives
 - Be the subject matter expert on international solutions
- International Partner recruitment:
 - Identify and pre-qualify potential AV Partners in targeted locations
 - Ideally multiple partners in key locations
 - Working with procurement, finance and operations, lead the Partner due-diligence assessments
 - Complete International Partner on-boarding documentation & Contracts
 - Negotiate International Partner delivery rates and SLAs
- International Partner management
 - Working with Global Projects & Services and supported by Customer Solutions, ensure all international Partner performance is monitored and reported against SLAs

- Provide point of escalation for Partner issues.
- Lead annual Partner reviews of:
 - Performance
 - Compliance
 - Service rates
- Own the development and management of the international SharePoint site; supported by Customer Solutions
- Provide regular MI reporting on:
 - International Business Development activities
 - International Partner activity and performance
- Develop and manage an International Partner Portal

PERSON PROFILE

- Energetic personality with confident, authoritative and mature approach
- Structured and thorough approach to tasks with attention to detail
- Good team player
- Degree level education; ideally in business and/or technical discipline
- Good working knowledge and experience of AV (or IT) sector
- Experience in international business transactions in the technology and/or service sectors
- Excellent communication skills; ideally with additional language attributes
- Excellent skills in Word, Excel and Powerpoint

ABOUT AVMI

AVMI provides services to leading organisations in financial services, legal, professional services, retail, defence, government, health and education sectors.

AVMI has focussed its business strategy on providing 'trusted advisor' life-cycle services to clients with a significant portion of growth coming from international business.

AVMI has recently secured a place, for the second year running, in the Sunday Times International Track 200. This international growth has been enabled by AVMI's award winning Global Enterprise Framework of services, helping its multi-site clients to drive consistency and efficiency into their audio visual and collaboration facilities and services across all locations.

Having opened operations outside of the UK in Hong Kong, New York and Dublin, AVMI is planning to secure additional international locations in support of its clients' businesses.