

**Would you like to become part of a rapidly growing team with an exceptional client portfolio? We are seeking an ambitious international business development director who will help drive the success and continued growth of our company.**

## **International Business Development Director**

### **Our Essence**

Our passion for marketing and facts has defined our mission – to inspire business decisions through consumer stories and research. It's what we like to call **Research Based Consultancy**.

At Epiphany, we do things differently. We tend to go off the beaten track in order to pave ways of reaching a satisfactory moment of an Epiphany. How do we do this? With our data-crunching capabilities and commercial mindset, we are creating impactful insights for some of the world's most ambitious and renowned brands in retail, finance, FMCG, and more. We put the consumer's voice in the center of our decision making and we strive to take research and strategy to a higher level.

### **Epiphany Needs you**

Epiphany is on the hunt for an International Business Development Director to help drive our double digit growth. In this role, you will be responsible for growing Epiphany's client base. You'll have the determination to knock on every door to generate sales leads, book appointments and close sales in close cooperation with our client directors.

We're looking for that a self-motivated individual with a little life experience as you'll be in control of managing your own diary - everything from cold calling, warm lead development, attending your self-generated appointments for introduction to converting opportunities into sales.

## **More specifically, you will**

- Broaden awareness of Epiphany's service offering
- Hit annual and quarterly targets by prospecting, qualifying, and generating new business by engaging with marketing and/or marketing intelligence decision makers across Europe
- Generate leads and pipeline funnel while supporting the establishment and growth of Epiphany's brand/marketing and sales strategy
- Will establish a very close working relationship with Epiphany's consultancy team, esp. with the client directors
- Continuously refine our overall go-to-market and sales strategy
- Thrive in a fast-paced, entrepreneurial, and performance-minded environment
- Provide input to the management team to help guide our strategic company direction and portfolio to ensure the most compelling product-market fit

## **What we are looking for is someone**

- Ambitious and excited to take on the challenge
- Have at least +10 years of experience in generating new business for marketing agencies
- Have a proven track record of bringing in new international operating clients and additional revenue
- Have strong commercial and interpersonal skills to proactively build the company's presence
- Feel comfortable with being accountable and have drive to achieve results
- Have an entrepreneurial spirit and a collaborative attitude
- Have completed higher professional education / university education
- A fun person as a colleague!
- Likeable: genuine, curious and a good listener, open-minded, friendly, considerate and approachable, being able to empathize with others and possessing a positive attitude

## What We're Offering

- The unique opportunity to have a serious impact on a growing company and our people.
- A fun and diverse working place. We strongly believe in the strength of combining unique values and opinions of people from different cultures and backgrounds
- A working environment with the freedom to express ideas and follow through with personal initiatives
- The opportunity to work in a brand-new office in the Silicon Canals of Amsterdam
- Company benefits like lunch at the office, Friday afternoon drinks, a yearly trip and boating on the Canals when the weather allows us to
- A base salary of between €70.000-85.000,- with the opportunity of €125.000-150.000,- OTE

## Are you interested?

Have we sparked your interest and do you feel you are the person we're looking for? Great! Send us your resume and cover letter to [alana.moore@epiphany-rbc.com](mailto:alana.moore@epiphany-rbc.com) no later than **April, 30th 2023**.

***Epiphany: "The sudden realization of the essence or meaning of something"***

**Alana Moore**

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