

## JOB DESCRIPTION – *Senior Business Development Manager*

<b>Job Title</b>	Senior Business Development Manager – International Development
<b>Grade</b>	Senior Manager
<b>Business Unit</b>	International Development
<b>Location</b>	London and Milton Keynes
<b>Reporting To</b>	Partner, International Development
<b>Key Relationships</b>	Public Services team, International Development teams (e.g. Brussels, Pakistan), Consulting teams, Human Rights & Business for Good team, Marketing team

### Job Purpose

To build a profitable and sustainable international development portfolio for Mazars UK, establishing Mazars globally as a trusted partner in the development sector

### Clients

Develop new business with target clients including DFID, other national and international donor agencies, EU, World Bank, regional investment banks, charitable foundations and funding agencies.

### Job Role

- To lead the development of winning bids and opportunities resulting in income generation for the business against agreed targets
- To lead the production and delivery of a viable client relationship driven Business Development Plan for our international development work
- Work with the ID Partner, donor consulting leads in Brussels, Pakistan and other countries and other relevant Mazars teams to manage the implementation of the Business Development Plan
- Establish, build and maintain relationships with key contacts at target clients to increase their awareness of Mazars' capabilities and effect introductions to relevant Mazars' partners and staff
- Establish, build and maintain relationships with potential partner firms and associates in the ID field
- Identify opportunities at an early stage and manage the engagement process with the client
- Manage the business development pipeline and bid process including bid identification, bid writing / development and bid submission process
- Identify barriers to the achievement of our objectives in ID work, and manage them accordingly
- Utilise central marketing initiatives in line with the Business Development Plan to increase Mazars presence in the sector
- Work alongside the marketing team to develop tailored proposal documents
- Work with the marketing team to keep relevant collateral up to date and fit for purpose
- Ensure our ID web page and intranet pages are kept up to date
- Use our CRM system ('Sugar') to record all client contacts, project opportunities etc, and use the system to report on the pipeline of ID work, manage client contact and record wins.
- Keep up to date with current issues in the sector.
- Develop and control a programme of seminars, articles and other opportunities for Mazars to demonstrate thought leadership in the international development field.
- Be a credible ambassador for Mazars at internal and external events

Mazars LLP is an equal opportunities employer and all applications received by the firm will be considered by the firm on the basis of their merit alone and we welcome applications from all suitably qualified individuals regardless of background. All offers of employment will be conditional on the candidate having/securing the right to work in the UK and providing the firm with evidence of that right (as required by the Immigration, Asylum and Nationality Act 2006) prior to employment commencing.

- Bring creative and innovative ideas to how we undertake our BD activities

## Person Specification

- Senior-level business development experience in the International Development sector
- Personal credibility with key client contacts in large donor institutions, including government and multilateral organisations
- Ability to develop and nurture effective business relationships
- Strong project management skills
- Ability to gain buy-in from teams across Mazars (both UK and international)
- Excellent interpersonal and written/verbal communication skills
- Ability to produce high quality proposal and tender documents
- Ability to drive a number of initiatives at any one time
- Confident and professional with the ability to think on your feet
- Commitment to Mazars values

## What's in it for you

This is an opportunity to play a leading role in achieving our ambition to be a leading player in the international development field globally.

At Mazars we don't have a "one size fits all" approach to benefits. We want you to be able to choose benefits that you want, rather than have all benefits chosen for you.

"my" is a scheme that you manage through a personalised online system. In addition to the core benefits, it lets you pick options from a range of benefits that we have negotiated to take advantage of a combination of Mazars' buying power and tax breaks. This way you select the benefit package that suits you and the needs of your family!

Benefits are organised into five categories: my family, my finance & security, my leisure & lifestyle, my health & wellbeing and my charitable giving.

## About Mazars

We are an international, integrated, transparent and independent organisation specialising in audit, accountancy, tax, legal, and advisory services. The Group has a presence in over 77 countries and draws on the expertise of 15,000 professionals.

We are looking for people who bring something special to the firm and who also have some distinctive qualities. We want driven people who think creatively about their work. We are looking for people who embrace challenges and can resolve complex problems. We are also looking for people who can work well with others and like to work amongst a diverse team of people from different backgrounds.

### **The more we grow as individuals; the more Mazars grows.**

Mazars is all about people – we believe that each individual makes a difference to the Mazars culture. As an international firm with strong European roots, we are a melting pot of different cultures and disciplines. Diversity is one of our main strengths.

Our firm has thrived because of the quality of our individuals – the work we do makes a long-term difference to our clients' successes and goals, our rich culture has evolved from the firms that have

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come together to form Mazars. Mazars has chosen the option of being a truly integrated firm; each partner has the right to vote on the strategic decisions including the future of the partnership. This kind of responsibility is central to our principles and practices. With a global network of offices, we continue to encourage our people to express themselves openly – to add their individual talents and opinions to the Mazars mosaic.

We all work within a culture of high support and high challenge at Mazars. We are not afraid to take on new and greater responsibilities. But we do this through encouragement – not pressure and competition.

#### Facts & Figures

Mazars is not only ranked as the eighth largest UK partnership by audit fee income, but we are also one of Europe's largest accounting firms with a huge global presence.

Mazars in the UK has 130 partners and over 1,600 employees working at our 20 offices. In 2014, our UK fee income was £131m.

#### **Agencies**

Mazars endeavours to recruit and fill vacancies directly. However, at times when we do need to engage with agencies, Mazars operates within a preferred supplier list (PSL) and only work and partner with recruitment suppliers where our agreed contractual terms are in place.

<http://www.mazars.co.uk/Home/Join-our-teams/Recruiters>