

Role Profile: Head of International Business Development

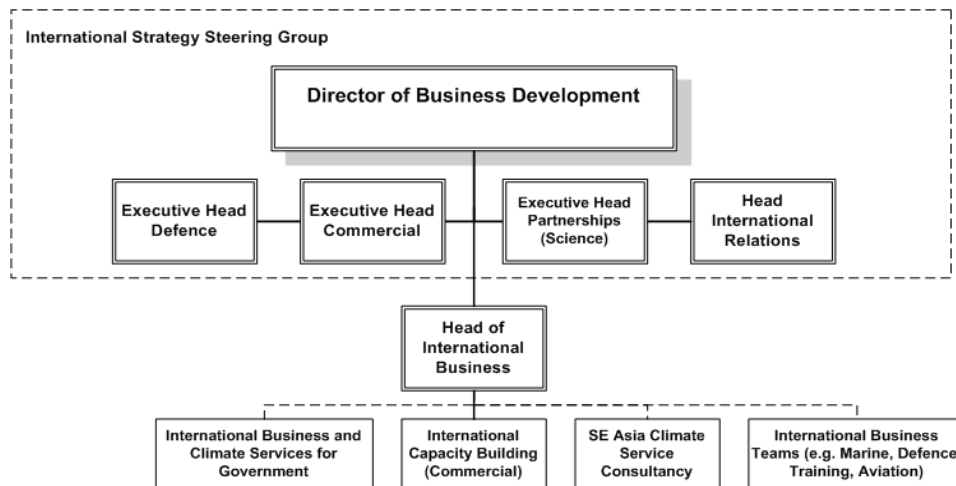
Job title Head of International Business Development
Responsible to Director of Business Development
Job advertised Thursday 26 January 2012

Job Summary

The demand for services from this company to overseas customers is growing in many key market areas, including Defence, College, Marine, Climate Services and International Aid. In order to meet this potential, we need to continue to develop our international business strategy, building on our collaborative international science strategy and international relations strategic aims.

The new role of Head of International Business has been created in order to drive this forward. The role reports into the Director of Business Development and the International Strategy Steering Group.

The key objectives are to build the company international business by leading and developing an international strategy and activity in chosen markets, in order to grow profitable revenue and to maintain and enhance our position as the world leader.



Principle Duties and Accountabilities

- Lead the development of an international business strategy - determine our target markets (and their associated product ranges) to ensure that we secure growth and profitability whilst maintaining a balanced business portfolio.
- Work closely with Met Office Business Teams, International Relations, Science and others in the international arena to ensure effective development and implementation of the international business strategy, taking into account the

Met Office International Strategic Aims (Science, International Relations, and Business).

- Engage with key stakeholders (customers, partners, suppliers, competitors etc) as necessary to both deliver and inform the international business strategy.
- Lead and direct major components of the strategy as defined and agreed, initially the international capacity building business.
- Identify required skills and capabilities to grow the international business and ensure effective implementation of a pan-Met Office programme to build and develop these skills and capabilities.

Competencies

- Strong people leadership skills, with the ability to manage, influence and inspire a team of sales, business development and marketing professionals (line and virtual teams).
- Experience of successfully operating and developing business both in the UK and overseas in technical and scientific markets, with proven ability to lead high-level negotiations both with commercial and government organisations
- Demonstrable ability to strategically analyse the external business environment and identify opportunities to secure a broad, balanced, sustainable and profitable customer base.
- Has built and maintained successful relationships with key stakeholders internally and externally that has resulted in significant revenue and profit generation.
- Strong cross functional team working skills with demonstrable evidence of building productive working relationships with key stakeholders and operating collaboratively to deliver shared objectives

Technical / Professional Expertise and Qualifications required

- Ideally the candidate will have a technical background and demonstrable experience in scientific or technical markets.

To apply

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