

## Career Opportunity – Business Director

Would you like to use your skills and experience to help a small company grow and get to the next level? If you're looking for your next business challenge or professional project, then UX Connections could be it. We're looking for a Business Director to strengthen our offering in demand generation, sales and project inception on a part-time basis.

### Business Director, London, UK. Part-Time.

This position is available immediately for the right candidate. We're looking for a well-connected, dynamic and proactive Business Director to help grow our business. You'll be joining 'on the ground floor' of our young company and will be pivotal to its future success. Please send your CV with a short covering letter describing briefly why you're interested in this challenge, to [careers@uxconnections.com](mailto:careers@uxconnections.com) with the subject line "Business Director"

### Background

UX Connections is a digital design consultancy founded in March 2013 and is the project of Chris Sainsbury, a UX Consultant and Professor at New York University who has worked in London and New York over the past 10 years. We conduct research in to the way people use digital products (apps and websites) and design and build beautiful solutions that work for them.

### The role

We're looking for someone to support during the demand generation and sales process. The role will include:

- Proactively researching the market for user experience design services, based on your own experience and our target customer profiles
- Making first contact with decision makers within potential client organisations and convincing them we can offer practical, effective and flexible solutions for them
- Translating leads in to real business – this will include developing a deep understanding of our company and how we work, communicating this to clients, formulating bespoke strategies for them and quoting and negotiating effectively to seal the deal
- Working with a Sales & Marketing Executive to support you in your duties
- Helping to formulate our marketing strategy, in partnership with our third-party marketing agency
- Being a core team member in our young company, adding value every day

### About you

You'll be an experienced operator with the digital agency environment, have extensive knowledge of quoting and pitching for work, and assembling design and development teams to do an exceptional job for clients. Additionally, you'll be a person people love to have around, and couple this with a work ethic and diligence that set you apart.