

YOU'VE GOT
Talent.

amesto
Global

Business Development Manager - US Inbound/Outbound

📍 Based in New York / New Jersey

OUR FIRM

Amesto Global is a Partner-led boutique firm offering bespoke solutions to start-up and scale-up companies with operations in North America & Europe. We act as a true partner to our clients, providing them with a wide range of value-add consulting and bespoke solutions to support their growth and international operations. We are client focused and embrace technology in all aspects of our work practices. To learn more about us, visit www.amesto.global

THE ROLE

Due to our own growth in North America and Europe, we have a fantastic opening to join our team in the USA with a unique opportunity to develop your business development skills on an international scale. We are looking for a Business Development Manager to join our team and target US-based companies looking to expand into Europe, as well as non-US based companies looking to expand into the USA.

Do you possess a high level of reliability, ambition, and attention to detail? Are you looking for a position that allows you to apply your specific market intelligence and assist our (international) firm in growing our sales footprint and client portfolio? Are you motivated and would like to work in an international, fast paced, growing environment with lots of career opportunities? If so, we would love to have you join our international team based in the USA and Europe.

The ideal candidate is an individual that has experience working with strategic partners, superb relationship-building skills and enjoys the blend of sales, marketing and business development. This person will develop a deep understanding of our clients and their success stories and have excellent written and visual communication skills. This hybrid role is based in the USA and you will have a great opportunity to work closely with our Director of Growth, Sims Tullos, our marketing team, and our Founding Partners to support and shape the overall success and growth of our firm.

RESPONSIBILITIES

- Identify and target key decision-makers in US-based mature companies with a small presence in Europe, as well as US-based scale-up companies looking to expand into Europe for the first time.
- Create and build relationships with key high-level contacts in target clients and partner firms.
- Identify and target intermediaries such as tax advisory, law firms advising US-based companies on international expansion, as well as incubators, foreign direct investment groups/chambers of commerce offices located in the USA.
- Develop and maintain a strong network of contacts and strategic partners to support the business's inbound/outbound activities.
- Work with the company's marketing team to develop and execute targeted marketing campaigns and events to generate leads and raise awareness.
- Work closely with the sales team to convert leads into sales and develop long-term relationships with clients.
- Conduct market research to identify new target clients and opportunities.
- Coordinate and schedule follow up meetings with strategic partners, clients, and prospects.
- Assist with proposal preparations and follow-up presentations.
- Meet assigned sales/revenue targets.

- Remain current on industry trends, market activities, and competitors.
- Keep organized records of sales metrics and information in HubSpot.

QUALIFICATIONS, SKILLS & REQUIREMENTS

- 3-5 years of experience in business development, sales, or a related field.
- A strong understanding of the US market and international expansion.
- Excellent communication and networking skills.
- Ability to identify and target key decision-makers in large organizations.
- Capacity to work independently and as part of a team.
- Strong organizational and time management skills.
- Experience with using HubSpot CRM & CMS preferred.
- Experience in Fast Growing companies such as Tech, Fintech, Life Sciences, SAAS is a plus.
- A Bachelor's degree in business, marketing, or a related field is preferred.

WHAT WE OFFER

- The position is "hybrid" e.g. partial working remote and partial from our New Jersey (Morristown) or New York office. We therefore have a preference for candidates located in New Jersey or New York. However, we encourage candidates outside these preferred states to apply as well.
- We have a flexible policy on working hours and offer true work/life balance. Our key objective is to ensure the high quality of services our clients and strategic partners are accustomed to. Overtime may be required at certain periods.
- We have offices in the USA (New Jersey/New York City) as well Europe (Ireland/UK/Spain/Sweden/Norway/ Denmark). You will have the opportunity to travel to these locations to meet your colleagues and/or clients.
- We pride ourselves on fostering team unity while working closely with management and fellow employees to nurture trust and build rapport with our clients.
- Home office equipment
- Generous number of vacation days.
- Corporate insurance plan including health, dental and vision.
- Salary is negotiable based on experience.

Our motto in Amesto Global is *"Life is now, work somewhere awesome!"* If you are a self-starter with a passion for sales and business development and a desire to help companies grow, we want to hear from you. Apply today and work somewhere awesome!

For more information, please contact **Sims Tullos** via email: sims.tullos@amesto.com

