BUSINESS DEVELOPMENT MANAGER – AI SOLUTIONS

Prepared by Lucent Search

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Business Development Manager

Job Title: Business Development Manager - AI Solutions

Location:
[Location] (Opportunities for remote/hybrid/flexible work available)

Reports to:
Director of Sales or VP of Business Development

Role Purpose
Join [Company Name], an innovative force in AI-driven solutions, as a Business Development Manager. In this strategic role, you'll spearhead the growth of our cutting-edge AI solutions, focusing on identifying new business opportunities, nurturing client relationships, and devising high-impact sales strategies. This position offers the flexibility to work remotely or hybrid, supporting a balance of professional and personal commitments. By expanding our market presence and driving revenue growth, you will be integral in positioning [Company Name] as the preferred partner for AI and machine learning solutions.

Company Overview
- **About Us:** [Company Name] is at the forefront of AI innovation, dedicated to transforming industries through scalable, data-driven solutions that address today's most pressing business challenges. Our team leverages advanced technologies to [include value propostion e.g. create AI products that drive real-world impact, supporting clients across finance, healthcare, retail, and other sectors.]
- **Our Culture:** We are recognized not only for our technological achievements but also for our commitment to fostering an inclusive and collaborative workplace. We value integrity, continuous learning, and a deep dedication to our clients' success. Our culture empowers team members to innovate and excel in an evolving landscape.
- **Achievements:** Our commitment to AI excellence has led to notable industry recognitions, including [mention awards or partnerships if applicable, e.g., partnerships with Google Cloud, AWS, or awards in AI innovation]. These accolades underscore our position as a trusted partner in AI solutions.

Key Responsibilities
- **Market Expansion:** Drive the expansion of [Company Name] by identifying and capturing new business opportunities within target industries. This includes prospecting for clients needing AI and machine learning solutions, particularly in sectors primed for AI transformation, like [insert sectors e.g. healthcare, finance, retail, and logistics].

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- **Client Relationship Management:** Build and maintain deep, trusting relationships with key clients. Understand their unique needs and challenges, and translate these insights into customized AI solutions that drive measurable business outcomes.
- **Strategic Planning:** Design and execute business development strategies that align with our growth objectives. Set ambitious but achievable targets for quarterly and annual revenue, focusing on high-value client acquisition and retention.
- **Sales Collaboration**: Partner with internal sales, product, and marketing teams to ensure that messaging, pricing, and go-to-market strategies are aligned with client needs and industry demands.
- **Proposal Development:** Create persuasive, well-researched proposals that highlight our AI capabilities, differentiators, and value propositions. This includes crafting responses to RFPs/RFIs and presenting solutions that address clients' strategic priorities.
- **Industry Insight & Market Analysis:** Stay informed about emerging AI trends, competitive moves, and regulatory changes that could impact our business. Use these insights to proactively shape business development strategies and advise senior management.
- **Networking & Brand Presence:** Represent [Company Name] at AI and technology industry events, conferences, and networking opportunities. Your presence and insights will enhance our brand recognition and credibility as an industry leader.
- **Performance Reporting:** Regularly prepare and present reports detailing business development activities, revenue forecasts, and progress against key performance metrics. Use data to optimize and adjust business development strategies over time.

Required Skills and Qualifications

- **Experience:** [X]+ years in business development, sales, or strategic partnerships, ideally within the AI, technology, or software sectors. Proven track record in securing high-value clients and meeting or exceeding revenue goals.
- **AI Industry Knowledge:** In-depth understanding of AI technologies, including machine learning, data analytics, and automation, and the ability to communicate complex technical solutions to a non-technical audience.
- **Communication & Presentation:** Outstanding verbal and written communication skills, with the ability to engage C-suite and senior decision-makers. Skilled at delivering compelling presentations and articulating the value of AI solutions.
- **Strategic and Analytical Thinking:** Demonstrated ability to think strategically and analytically. Comfortable analyzing market data and using insights to inform business development activities.
- **Negotiation & Deal Closure:** Strong negotiation skills and experience closing high-value deals. Demonstrated ability to manage contracts and build mutually beneficial agreements.
- **Tech-Savvy & CRM Proficiency:** Proficiency in CRM tools (e.g., Salesforce) and an understanding of how to leverage data for effective business development strategies.
- **Educational Background:** Bachelor's degree in Business, Marketing, or a relevant technical field (e.g., Computer Science). Advanced certifications or training in AI/ML are a plus.

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Perks and Benefits

- Clearly outline the benefits and perks of the role. Use keywords related to popular benefits such as "flexible working hours," "health insurance," "employee wellness programs," etc.

Competitive Compensation

- Attractive base salary
- Performance-based bonuses and incentives with and OTE of $[X]Flexible working hours with options for remote work
- Competitive health insurance plans, including medical, dental, and vision coverage
- Generous employee wellness and development programs, including [examples like gym memberships, mental health resources, or education stipends]
- Opportunity to work with leading AI experts and innovators in a high-growth industry
- Retirement savings plan with employer contributions
- Paid time off, plus additional leave options tailored to support work-life balance

How to Apply:

End with a strong call to action encouraging candidates to apply. Include a direct link to the application page and provide contact information for further queries.

Please ensure each job description includes all relevant information in compliance with local, state, and national laws. This includes:

- **Salary Information:** Provide a clear salary range to maintain transparency and meet legal requirements.
- **Privacy Policies:** Protect candidate privacy by following all applicable data protection and privacy laws.
- **Equality & Non-Discrimination:** Include an equal opportunity statement to uphold our commitment to a diverse, inclusive workplace that does not discriminate based on race, gender, age, disability, or any other protected characteristic.
- **Accessibility:** Make reasonable accommodations available for candidates with disabilities and include information on how they can request assistance throughout the hiring process.
- **Environmental and Social Responsibility:** If your company has sustainability initiatives or community engagement programs, mentioning them briefly can attract candidates who prioritize working for socially responsible employers.
- **Transparent Hiring Process:** Briefly explain the hiring process (e.g., "Our interview process typically includes three stages: an initial screening, a technical interview, and a final interview") to help candidates know what to expect.

Get In Touch

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Lucent / Search
Search Smart, Build Smart, Grow Smart

At Lucent Search, we specialize in connecting high-growth technology companies in the AI sector with the talent they need to accelerate growth, secure funding, and drive successful exits. Our expert team combines cutting-edge tools, data-driven insights, and a personalized approach to deliver candidates who align with your unique needs, challenges, and culture . Headquartered in Edinburgh, our global operations support investors, businesses and professionals in the UK, Europe and USA.

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Technology Leadership Insights

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