



<b>Job Title: Business Development Manager</b>	
<b>Business Unit:</b> AEA Mediu Consulting srl	<b>Location:</b> Bucharest office

**About us:**

AEA Mediu Consulting SRL is the Romanian subsidiary of UK based AEA Technology plc (www.aeat.com), acting in the field of consultancy for environment and energy. As we are growing our business in Romania, we are looking to hire a Business Development Manager to help us achieve our targets.

Our mission is to grow, maximise and protect long-term revenue by developing and executing the business plans and strategies that fuel our business and nurture our partnerships. We view ourselves as trusted consultants and evangelists within each sector - whether it's at industry events, dealing with the media or interacting with senior level executives.

**The Person:**

Successful candidates will demonstrate the following skills:

- The ability to initiate and cultivate relationships at the board level;
- An excellent understanding of commercial drivers;
- Excellent communication skills- powerful negotiator, influencer and persuasive;
- The ability to positively influence both potential clients and colleagues within the organisation;
- Strong networking abilities, highly skilled entrepreneur;
- A revenue focused and target driven approach to work;
- Considerable corporate sales experience, employing a consultative approach to selling and exceeding sales targets for the majority of their sales career;
- Strong organisational abilities;
- A resilient, tenacious attitude with proven ability at identifying and converting sales opportunities.
- An entrepreneurial spirit, evident in all of their business activities.
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We are looking for people with graduate level qualifications or MBA/equivalent, a general interest in energy/environmental issues and the ability to drive change within an organisation.

AEA is a leading international environmental consultancy delivering outstanding technical advice, policy support and project and programme management services. With unrivalled sector insight and a reputation for producing innovative solutions from development through to implementation, we offer a stimulating and rewarding environment in which to work.

AEA Mediu is undergoing a dramatic period of growth and, as a result, we require flexible, dynamic and adaptable commercial people who want be part of our organisation at an exciting and stimulating time.

In return for your commitment, drive and enthusiasm, we offer an extremely attractive remuneration and benefits package, a personal development plan, and the opportunity to make a difference in a challenging and rewarding field.



**Applications** - To express your interest in joining our organisation please send your letter of intention and CV in English language to [aeamediu@aeat.co.uk](mailto:aeamediu@aeat.co.uk) or by fax at 031 824 1254, no later than 26 May 2008.

The AEA group will not discriminate on the grounds of: race, colour, ethnicity, marital status, sexual orientation, gender (including gender re-assignment), religion or philosophical belief, disability, age, caring responsibilities, spent convictions or any other factors not relevant to our work.