

Role Specification: SENIOR BUSINESS DEVELOPMENT MANAGER - EMEA

Shazam is the world's leading mobile music discovery application, enabling consumers to experience and share music with others across mobile devices and the internet. With more than 50 million end-users since its launch as the first mobile-specific service to help consumers discover new music, Shazam has created a new way for music lovers to connect to each other through their music tastes and preferences.

Headquartered in London England, Shazam's solutions are live across networks in more than 150 countries; Shazam works with most of the world's major mobile handset OEMs including Nokia, Motorola, Samsung, LG, Apple, HTC, and across all major operating platforms including iPhone, Android, Symbian, Java, BREW, Windows Mobile.

The Shazam Tag Chart, generated by the company's mobile music recognition service, is constantly referenced by the music industry as a true indicator of market interest in pre-release material and a monitor of the hit potential of a track or artist.

Shazam's successes have been recognized through numerous awards, including the Mobile Entertainment Award for Best Music Service Provider.

Role Summary

The Senior Business Development Manager, EMEA will be responsible for managing and growing the revenues from major strategic accounts in EMEA, as well as developing new ones. Based in the London office, they will lead, guide and co-ordinate all Shazam activities in their accounts, ensuring a shared vision, close working relationships and aligned delivery and marketing plans with the customers and internal teams.

The key focus will be building and managing distribution channels with OEMs, mobile operators and other distribution partners across the region, with responsibility for the premium revenues from these accounts.

Core Job Description

On a daily basis, the role will work with the local delivery and HQ teams to ensure that the customer's needs are being met. They will travel as necessary both within EMEA and wider as required as part of the role. Customer contact will be both by phone, and face-to-face.

The following are the key deliverables expected of the successful candidate. These will require strong co-ordination and interpersonal skills to synthesise the experience of the various functions (Sales Management, Development, Operations, Product, Marketing, Finance), the majority of which are remote in UK HQ:

- Consistent achievement of revenue and margin targets
- Consistent achievement of account objectives

- Account plans
- Quarterly account reviews
- Joint Partner Marketing plans
- Account revenue and customer analysis
- Weekly account meetings

Person specification

Shazam is a dynamic, fast-moving company with exceptional energy. The successful person will be self-starting, quick to grasp new concepts and with a can-do approach to challenges.

They will be proactive, thrive with a hands-off approach to management and enjoy setting their own goals.

They will be a team-player, and bring energy and enthusiasm to their colleagues and the work place.

They will enjoy shaping and defining new opportunities, combined with discipline and rigour in managing execution.

Given the EMEA scope of the role, language skills would be a distinct advantage.

Skills & Experience

The successful candidate will have a blend of sales, marketing, numerical and technical abilities, underpinned with outstanding relationship skills:

- **Sales:** Understanding and experience of the sales pipeline; ability to qualify, scope and close opportunities, managing relationships across different customer and internal groups. Experience of applying a formal sales methodology (eg Miller Heiman Strategic Selling) for the complex sale is highly desirable. Experience of working in the mobile sector, including both OEMs and Mobile Operators is key. Experience of working across EMEA, including the major European territories is highly desirable,
- **Outstanding communicator and relationship builder:** Able to rapidly build and sustain long-term relationships, based on trust and consistent delivery to expectations. Able to assimilate unstructured information and produce clear, well-structured, concise written summaries and reports.
- **Numerical analysis and agility:** experience and ability in analysis of numerical data, extracting information and testing hypotheses. Comfortable building spreadsheets, carrying out sensitivity and what-if analysis, including pivot tables and graphical representation to identify trends
- **Strong technical grounding:** able to grasp and explain technical concepts and architectures; Able to think through a user journey and articulate how this will be realised architecturally, integrating in-house and third-party elements, and formulating them into a plan.

Technical competencies

The successful candidate will have the following technical skills:

- MS Windows and Outlook: Expert - daily use.
- MS Word and Powerpoint: Expert – able to construct, edit, format documents & presentations, including using styles, graphics, charts etc
- MS Excel: Expert – able to create complex spreadsheets from scratch including data analysis, pivot tables, charts, sensitivity analysis
- MS Project: Intermediate – able to construct a simple project plan, allocate resources, set inter-task dependencies, structure tasks and milestones, include gantt chart in reports.

To apply please send your CV to recruitment@shazamteam.com
For more information on our company please visit www.shazam.com