

# **Business Development**

## Business Development Job Specification

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### About Us

01.12.2023

Como is forward thinking creative technology studio founded in early 2020 on a combined 30 plus years of experience that specialise in interactive brand experiences for real estate sales and marketing. We are passionate about improving and enhancing consumer purchasing experiences across various sectors of the industry. Our key areas of focus are in Augmented Reality, Real Time 3D Apps, Interactive Touch Tables & Media Walls and 3D for Web.

In 2022 we also launched our sister brand, MagicHatch, which represents our interests in additional sectors outside of real estate.

We are based in Clerkenwell, London but have a flexible working policy to allow working remotely.

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### About You

You have proven creative or technology agency experience winning work in property and architectural sectors.

You are a passionate and driven individual with experience in creative and tech markets.

You will have a wide range of design influence and enjoy innovation in all that you do.

You will be driven to push best in class and comfortable to share and drive new ideas.

You truly understand what it means to provide a amazing service to clients.

You are self motivated to make a difference, naturally open opportunities for new business, and understand the wider commercial needs of a studio - You are not someone who waits for the phone to ring and you embrace autonomy.

You are excited with the opportunity of helping grow a new studio, and see the bigger picture, which in turn offers huge opportunity for self growth within the business.

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### The Role

You will head up the new business activity for both COMO and the sister brand MagicHatch.

We are looking for a highly skilled and highly motivated client service focused sales professional.

You will have worked in a creative or technology focused environment.

Initially the role is new business / sales focused and you would be comfortable delivering results - Ideally you would join the business with a good idea of how to make immediate impact.

Run and lead on new business opportunities, pitch presentation and proposal documentation.

Build and maintain solid client relationships through service led account management.

It is a collaborative role where you will deal with all members of the team and involved in the whole business. From new business and managing project success to creatively influencing studio output and wider studio marketing.

You will be able to communicate clearly and openly with clients and internally with the business directors. This would be on a number of areas from internal business reporting to external client and project communications. You will need to be very comfortable communicating at C Suite level.

Proactively collaborate with teammates and communicate with project stakeholders to ensure project efforts proceed with efficiency and predictability.

Ensure relevant client stakeholders' concerns are identified, considered, and enacted during production of projects.

Help the studio deliver projects against line items set out at proposal stage and that any additions are accounted for.

Take an active role in the general day to day creative and commercial performance of the business.

## Job Specification Continued

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### Specific Skills

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Min 3 years experience in the creative, agency or tech sector is a minimum requirement

Additional experience in other sectors such as travel & tourism, education, advertising or brand partnerships is an added benefit and would be viewed favourably.

Strong people person.

Proven experience winning work.

Proven experience of managing multiple clients.

Proven experience and track record of account growth.

Proven experience in the creative, design and / or tech sector.

Entrepreneurial and a proactive attitude to work.

It is beneficial to showcase client experience in other sectors. Although not an absolute must.

Experience working closely with creative teams and taking an active role directing projects from inception to completion.

Strong understanding of brand experience, digital marketing and aligning creative output with clients commercial needs.

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### What We Offer

Competitive basic salary DOE.

5% bonuses based on turnover of projects won.

Genuine opportunity to progress, with company share options in the future.

33 Days holiday (Inc public holidays).

Pension scheme.

A fun, friendly, collaborative studio.

Regular team events, lunches, drinks.

Opportunity to work on a wide range of projects across various industries, UK & International.

## Our Studio

*We are trusted to deliver*

With trust from our clients and across our studio, we explore with freedom and deliver with confidence.

*We innovate with purpose*

Curiosity drives us to push ourselves, technology and our clients to produce outstanding solutions and reach new levels.

*We focus on service*

Understanding how people truly engage with content, we are passionate about improving and enhancing consumer experiences.

*We collaborate for success*

Working closely with clients and third parties, we are there for every crucial decision - and offer support long after a project has finished.

*We work with integrity*

Every piece of advise we offer, decision we make, and experience we deliver is backed by the strongest principles and highest standards.

## To Apply

Let's meet for a coffee to discuss our studio in more depth and learn about you.

[coffee@como.london](mailto:coffee@como.london)

Links:

<https://como.london/>

<https://magic-hatch.com/>