

# HEAD OF BUSINESS DEVELOPMENT

Applied Data Science Partners (ADSP) is an innovative data science and AI consultancy based in London.

We're looking to hire a Head of Business Development to actively source new leads and nurture client relationships through to deal closure. Reporting directly to the Head of Operations, this role is perfect for someone who wants to work at the cutting edge of consultancy services, connecting with companies across a wide range of business sectors

We're looking for someone with a personable nature who can speak with passion about the opportunities that data science and AI can unlock.

## Responsibilities

- Develop and execute strategies to grow the data science and AI consultancy business
- Identify and pursue new business opportunities
- Create proposals with technical teams and negotiate and close deals with clients
- Manage client relationships
- Keep up to date with developments in the data science and AI fields
- Attend conferences and networking events
- Build and manage a team of business development professionals

## Skills

- Proven track record in business development, sales or similar role
- Experience in the consulting industry
- Excellent communication, presentation and negotiation skills
- Strong people management and leadership skills
- Excellent organisational and time management skills
- Analytical and problem-solving skills
- Creative thinking and ability to come up with new ideas
- Highly motivated and driven personality
- Experience in the data science field



For more information visit: [adsp.ai/careers](https://adsp.ai/careers)



To apply, email: [careers@adsp.ai](mailto:careers@adsp.ai)

