



# International Business Development Manager

## **Background**

The growth of ESP Play in the last 10 years has been remarkable, particularly with the changes to the economic climate. The challenge for ESP Play is how we continue with profitable growth, ensuring we have the capacity to deliver quality goods and services consistently, and at the same time engage new and retain existing decision makers in continuing to establish and embed the ESP Play brand at a national and international level.

There is a team at ESP Play with a lot of energy, drive and enthusiasm, and the culture is to reward and recognise individuals who work hard and succeed for the company. All departments earn monthly bonus payments on a regular basis.

In line with our ambitious and exciting expansion plans to take our products to the international market we are looking for someone to concentrate on a strategic plan for the implementation of a fully compliant export division of the business. It is essential that the person has substantial experience of exporting, logistics and international documentation.

Our people management strategy has a strong focus on empowering employees and building a culture in which they feel valued. In the past 12 months numerous strategic processes, training schemes and individual one-to-one coaching programmes have been introduced to ensure our team feel integral to the continual development of our business. We uphold clearly defined progressive personal development plans to develop employee knowledge and advance their skills, ensuring they have the relevant resources to do their job to the very best of their ability.

The leadership team behind ESP are responsible for the transformational approach to people management. Championing continuous professional through promotion from within, encouraging employees to continue learning by supporting them through professional qualifications and improving the working environment through the integration of a market leading CRM platform.

## **Objective**

To implement, maintain, develop and grow a successful and compliant export division from the grass roots to take the ESP brand to the international market.

### **Goals**

- Devise and implement a compliant and success model to launch ESP into the international market.
- Build a database of international customers.
- Implement a customer service strategy for international customers.
- Work with our marketing team to ensure ESP are visible in the international market.
- You are expected to maintain revenue levels of £500,000.
- Carry out and report on a strategic plan for the ESP brand in the international market.
- Build our exporting capabilities to bring good ROI and service delivery for our Customers/Distributors.
- Be able to legally protect our Intellectual Properties with all networks and buyers.

### **The candidate**

- You will be a self-starter with a proven track record in exporting.
- Knowledgeable about export and international distribution.
- Have a passion for exporting.
- Ambitious
- A strong desire to succeed
- Ability to build strong relationships with customers, shipping agents and logistic specialists.
- Ability to speak other languages is advantageous.

