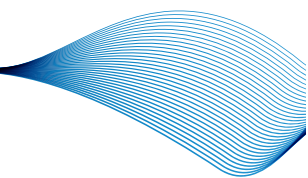




BUSINESS DEVELOPMENT MANAGER

AT ALLEN ITALY



As the European leader in technological engineering and consulting, ALLEN assists its customers with their technological initiatives and, when it comes to global projects, provides guaranteed service to the IT and Technical Departments of large companies in Europe and around the world.

ALLEN ITALY

has become a reference partner for its customers in the Italian market, contributing accumulated know-how thanks to a young, dynamic and highly qualified headcount



YOUR PROFILE

- Master's degree
- Engineering or Business background

WHY JOIN ALLEN ITALY?

- ✓ Fast career evolution based on meritocracy
- ✓ High level of responsibility
- ✓ Collective training to acquire business fundamental skills
- ✓ Individual support to boost your personal efficiency

BEING A BUSINESS MANAGER AT ALLEN ITALY

RECRUITMENT

- Participating in the recruitment attracting policy
- Selecting & recruiting your new consultants team

BUSINESS DEVELOPMENT

- Creating new business opportunities
- Account management
- Closing offer deals

MANAGEMENT

- Financial management
- Optimizing business profitability
- Managing your consultants team

YOUR CAREER EVOLUTION

6 months

JUNIOR
BUSINESS
MANAGER

0 - 15 CONSULTANTS

MISSIONS

- Creating and developing your own clients' portfolio
- Training and managing your consultants team

OBJECTIVE

- Increasing your turnover

TRAINING

ALLEN
AMPLIFY

1 year

BUSINESS
MANAGER

0 - 15 CONSULTANTS

MISSIONS

- Creating and developing your own clients' portfolio
- Training and managing your consultants team

OBJECTIVE

- Increasing your turnover

TRAINING

ALLEN
AMPLIFY

1 year

EXPERIENCED
BUSINESS
MANAGER

15 - 25 CONSULTANTS

MISSIONS

- Account management
- Being the immediate supervisor of your consultants

OBJECTIVE

- Increasing your margin and profitability

TRAINING

ALLEN
AMPLIFY

1'5 year

COACH
BUSINESS
MANAGER

25 - 100 CONSULTANTS

MISSIONS

- Developing your business unit with 1 or 2 BM
- Account management

OBJECTIVE

- Providing the conditions for your BM to succeed

TRAINING / TEACHING

ALLEN
AMPLIFY

SENIOR
MANAGER

+ 100 CONSULTANTS

MISSIONS

- Developing your business unit with several BM
- Managing key accounts
- Account management

OBJECTIVE

- Involved in the global strategy

TEACHING

ALLEN
AMPLIFY

alten.it