

Business Development Manager

The Business Development Manager will be an integral part of a dedicated team tasked with securing new and exciting opportunities for our growing practice. We are therefore looking for a person with a keen interest in the business side of Design, Architecture, Urban Planning, Landscape Architecture, Innovation, and R&D, who thrives working with a broad range of tasks and appreciates a lively, social, & creative work environment.

You will sit with a highly motivated BD and Communications team and have daily interactions with the entire company organization, from design teams to administration departments, and report to the Director of Business Development. This is a full time position in our Nørrebro office that will start immediately.

Primary responsibilities to include:

- Find and assess opportunities in Denmark & international markets, with the ability to make articulate recommendations
- Initiate, lead, & deliver special projects & proactive initiatives to help advance the opening of new markets (including both geographic regions & sectors)
- Strategize & propose new business development initiatives, with necessary follow up to realize them
- Arrange meetings with existing & potential clients in the EFFEKT network & nurture these relationships
- Maintain & forge new relationships with consultants
- Manage the acquisition process from initial project vetting, to teaming, negotiation, production & final delivery with minimal oversight
- Manage 4-5+ simultaneous pursuits with limited oversight & share key updates/status with the BD team in a timely manner
- Prepare tenders, PQs, pitches for both domestic & international markets
- Produce content independently (while discussing key strategy points w/ Director &/or Partners) while coming up with ideas within the PQ/proposal that distinguish our submission/point of view
- Maintain a clear overview of a continuous flow of business related inquiries & assessment of potential projects
- Lead meetings, office tours, & project tours with consultants & Clients
- Represent EFFEKT at events & conferences as a "face" of the firm
- Negotiate consultant fees for concepts/competitions
- Ability to interface with internal departments to complete any of the above (i.e. Operations, Communications, Finance etc.)
- Maintain background tasks & identify new improvements for efficient organization
- Provide mentorship, training & support to junior team members as the team grows.
- Give active support to the Director of Business Development, Management, & Partners in our international growth strategy
- Help us grow and build networks around problems that EFFEKT wants to solve

Qualifications & competencies sought:

- You have a minimum of 3-5 years of experience in the field of Architecture, Landscape, Engineering, Real Estate, Construction, Innovation, R&D, or the like, in a related position. Experience with NGOs / Philanthropic organizations is a plus.
- Masters level degree in either Marketing, Business, Communication, Architecture, Engineering, Landscape, and/or Urban Planning;
- You are fluent in Danish & English, oral as well as written (fluency in additional language(s) is also a plus)
- You have a proficiency in MS Office & Adobe CS (especially InDesign) with an eye for graphic design & knack for storytelling
- You have experience with data management & a CRM Management software (Salesforce is a plus)
- You are able to independently manage several simultaneous pursuits with little oversight
- You have a natural interest in architecture & business development & take pride in the work you do
- You have an outgoing personality & positive attitude and have a keen attention to detail
- You are able to stay focused in a busy & ad-hoc work environment
- You work efficiently & have a proactive and enthusiastic approach to assignments
- You work independently & are an excellent organizer of your tasks. You take initiative & bring ideas to the table
- You have a background / experience in fundraising, grant writing, writing research proposals and have a general understanding of innovation and R&D

Application

Please send your application including CV and a motivated application letter in .pdf format (max 8 MB) to www.efeekt.dk/apply-now. Application deadline is Friday, 10 November, 2023, however applications will be reviewed, and interviews conducted on a continual basis. Please feel free to contact Jake Spruit, js@efeekt.dk / (+45) 29 27 88 17 if you have any inquiries. All applications are treated confidentially & according to The EU General Data Protection Regulation (GDPR).

About EFFEKT

EFFEKT is multidisciplinary research & design studio working in the intersection of architecture, urbanism, landscape & design. Through our work we aim to inspire & implement solutions to help solve some of the major global challenges, eventually enabling at better everyday life for people & the planet. In our studio in Copenhagen we currently employ 50+ people of mixed cultural & educational background.

EFFEKT Arkitekter, ApS

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www.efeekt.dk

Application Deadline:

10. November 2023

About EFFEKT:

To learn more about EFFEKT please visit our website or social profiles.