

**Space Matrix Design Consultants is a 21st-century enterprise focused on helping multi-national clients become more profitable, sustainable and future-ready by creating high-performance workplaces that create value for their businesses. We are different from other design firms: We are innovators. We are business-savvy and digitally adept. And we are revolutionising the delivery of design+build services in Asia and beyond.**



The Space Matrix Global Growth Initiative is centered on an International Client Solutions (ICS) Team based in key geographic locations in Asia Pacific, North America, and Europe. This team is focused on strategic growth for Space Matrix in the Workplace Market Sector and works with a network of collaborators to expand the company's position, build relationships with targeted accounts, and sustain relationships with strategic accounts.

We are seeking a **new business development leader** to join the ICS International Business Development (ICS-IBD) Team, based in San Francisco. This position is responsible for acquisition of new clients and requires relevant marketing and sales experience, innovative thinking, creative problem-solving, and real business acumen.

### **Does this describe YOU?**

- You are an engaging business professional who moves from theoretical ideas to real-world results — a strategist and thinker but also a catalyst and doer.
- You have robust analytical and planning skills as well as the ability to build collaborative relationships that lead to successful outcomes.
- You thrive in an environment that affords a lot of freedom and opportunity — with few rules, little bureaucracy, and minimal internal politics — yet has high expectations in terms of results.

Reporting to the Head of ICS North America, you will drive breakthrough strategies and tactics that generate leads, enhance brand visibility, and increase sales. In addition to personal sales goals and assigned targets, you will be pivotal in winning business to reach targeted ICS goals by ensuring that leads are exchanged, relationships are managed, and clients are given a seamless experience — working with the ICS-IBD Team in Chicago and New York City, as well as Space Matrix offices in Asia, Australia, and the U.K.

### **Specific Responsibilities**

1. Gather market intelligence, including information on clients and competitors in the Workplace Market Sector, industry trends, future projects, etc.

2. Collaborate in developing marketing strategies for Space Matrix, including public relations, brand development, and content marketing.
3. Collaborate in developing the systems, materials, and resources necessary for business development, including proposals, presentations, and serving offerings to win work.
4. Working with the ICS Team, create strategic business development and CRM programs.
5. Represent Space Matrix by targeting potential clients, project partners, and collaborators; identifying opportunities; building relationships; and creating direct and indirect advocacy affiliations to expand Space Matrix's competitive position.
6. Evaluate project feasibility, including competitive advantage and potential risk and rewards.
7. Develop and take part in pitches and other presentations that offer innovative solutions that meet the client's needs and expectations and create real value.
8. Track leads and forecast your sales efforts to create new bookings.
9. Work closely with the ICS-IBD Team to complete the sales cycle.

You will accomplish this by combining your business expertise, creative communications experience, and a track record of effective, integrated sales strategies achieved through collaboration and well-planned execution.

### **Characteristics**

- Strategic mindset with the ability to prioritize multiple tasks amid changing needs, delivering timely results.
- Positive, collaborative attitude, with the ability to work well with people at all levels, both within and outside the firm.
- Strong presentation skills (written, oral, and graphic), with the commitment to elevate the quality of marketing and presentation materials to achieve greater success for Space Matrix with targeted clients.
- Keen understanding of the essential characteristics of Space Matrix's vision, aspirations, and brand.
- Engaging personality with the ability to motivate and inspire team collaboration and exceptional performance.
- Interest and willingness to use new technology to enhance the design and communication process.

### **Criteria**

- Experience managing complex sales cycle with B2B selling process in multi-national companies.
- Undergraduate or graduate degree in business, marketing, or another field relevant to this role, with a minimum of 5 years of sales and/or marketing experience.
- Knowledge of the Workplace Market Sector including competitive positioning and strategy.
- Experience with business software including Google Apps for Work (for communication and management) and CRM software (such as SugarCRM, HubspotCRM, or Salesforce).
- Ability to travel within and outside the USA.

### **Bonus Points**

- Experience working in Asia, Europe, and/or the Middle East.
- Experience with SMAC digital marketing and technology (social•mobile•analytics•cloud).

For more information about this exciting opportunity with Space Matrix, please contact us.

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