

# Business Development Manager



EFFEKT is seeking an ambitious and experienced Business Development Manager for our team in Copenhagen. The position 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 and architecture, 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 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.

December 3, 2021 2:57 pm

## EFFEKT Arkitekter, ApS

Blågårdsgade 8, 2. sal  
DK-2200 København N  
Tel. (+45) 35 35 36 31  
www.effekt.dk

## Jennifer Zitner

E-mail hr@effekt.dk

### 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 BIZ 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
- Give active support to the Director of Business Development, Management, & Partners in our international growth strategy

### Qualifications & competencies sought:

- You have a minimum of 3-5 years of experience in the field of Architecture, Landscape, Engineering, Real Estate, Construction, or the like, in a related position
- Masters level degree in either Marketing, Business, Communication, Architecture, 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
- You are able to stay focused in a busy & ad-hoc work environment
- You have a keen attention to detail
- You work efficiently & have a proactive & have an enthusiastic approach to assignments
- You work independently & are an excellent organizer of your tasks
- Take initiative & bring ideas to the table

### Application

Please send a motivated application letter & resume to Jennifer Zitner at jz@effekt.dk with a subject line 'Business Development Manager. Application deadline is Monday, December 13, 2021 however applications will be reviewed, & interviews conducted on a continual basis.

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

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