



BUSINESS DEVELOPMENT MANAGER: LION/NE

OVERVIEW

At Lion/ne we are creating the future of skincare shopping, revolutionising the customer journey led by understanding. We're a holistic tech-led service, powered by skin-expert humans. Because beauty is and always will be, peer-to-peer.

Currently, in a period of accelerated growth yet still very much in our 'establishing phase', we're seeking a business development manager to help roadmap our startup business towards hero-level success!

Someone who follows a can implement a strategic framework but will think outside of the box to prepare Lion/ne for future growth. This person should be excited by adapting strategy and problem-solving skills when the answer is not obvious. They're tech-fluent, understand the importance of user journey and operations, and have had previous success in achieving growth results across all areas of a business funnel. A supreme project manager and aspiring leader, they will develop plans for how we should execute, and then work across the organisation to bring new opportunities to fruition. Data analysis will play a large part in informing their directional influence across the business within their role. Overall they'll be incredibly excited to have a position that will be instrumental for the success of this emerging and future-thinking beauty industry platform.

We pride ourselves on having-built (and continue to expand) a remote team of highly engaged specialist consultants in the virtual work climate we're in, and the self-starting Business Development Manager will benefit and thrive from this flexible and future-proof way of working.

EXPECTATIONS

DATA ANALYSIS

- Create a custom measurable data infrastructure, implementing relevant analytics tools across our business. The data infrastructure will work to effectively to:
- Define growth objectives - And continue to quantify and understand and report across our company progress against these goals
- Provide valuable customer insight, reported with a deep-rooted understanding of our business, highlighting priorities and a solutions approach to problem-solving.

- Optimise our current and future revenue funnel

PROJECT MANAGEMENT

- Develop business cases for potential new business across global/digital markets. Use the business cases as the foundation for strategic recommendations about new opportunities Lion/ne should pursue.
- Act as the project lead for several growth initiatives, and work across our organisation to bring initiatives to market.

LEADERSHIP / DAILY OPERATIONS

- Work to build and socialise our immediate growth strategy and objectives, and work with all of the team to socialise the plan and translate it into execution.
- Support the development, management and execution roadmap of our immediate and longer-term strategic planning process.

OUR IDEAL CANDIDATE:

- Is keen to work in a 'startup' culture, joining a young, dynamic yet driven team
- Is inclusive, curious, devoted, courageous, and discerning
- Happy to roll up their sleeves, leading strategy but also executing minutia tasks to get the job done
- A creative, strategic in their thinking, they're a natural and aspiring leader hungry for a new challenge
- Has impressive (and case study supported) Business Development experience across B2C (and B2B preferable) and has worked at a high-growth startup or digitally native brand – Ideally they have around 5-years of experience.
- Preferable but not a requirement for application acting to inform future-looking strategic direction; Classes themselves as a beauty industry expert, a go-to for the latest industry trends and business news.

Salary: Approx £50K

Application: Via CV and video submission to jobs@lionneldn.co.uk

Closing Date for Application: Friday 19th February 2021.

ABOUT LION/NE

Lion/ne is a beauty tech service company operating globally. They specialise in optimising the customer shopping journey for skincare, leading with an education and understanding approach, free from bias.