

Business Development Specialist

Job Description

AQUISIS is a strategy advisory boutique with 2 core pillars of client service: Commercial advice for investors, and strategy advice for SME owners. Both are built on merging the investor mindset with the commercial toolkit of a management consultant. The underlying core principle is that of identifying sources of value and showing ways to generate value.

AQUISIS provides the opportunity for exceptional talents to join as a Business Development Specialist. The specialist will:

- Be responsible for prospecting and contacting potential new clients in Italy and abroad under the guidance of the Partner
- Coordinate, support, and/or execute AQUISIS' on- and offline marketing activities
- Maintain relationships with existing partners and build new partnerships
- When necessary, support AQUISIS' day-to-day consulting business. These tasks will depend on the individual's skills and may be more administrative. This may for example include working on client presentations, or reports, conducting research, and working within existing Excel models

Applicants should be aware that AQUISIS is young and small. Having served clients predominantly in Germany and the UK, AQUISIS is expanding into Italy. The successful applicant will work directly with the Partner on projects in Italy and Europe, but is also expected to get their "hands dirty" in scaling up the Italian business.

REQUIREMENTS

The successful Specialist will have the following characteristics:

- Impeccable integrity and highest commitment to excellence
- Very strong communication skills: ability to convincingly discuss important and difficult matters with senior clients
- Above average grades at a recognized academic institution. Interest in economics and business matters required, ideally in AQUISIS core areas
- Strong analytical reasoning and problem-solving skills with the ability to 'think on your feet'
- Proficiency in PowerPoint a must, Excel-skills a strong plus
- Fluency in English is a must, as well as fluency in either Italian, German, or French. An additional language is considered a plus
- Relevant prior work (incl. internship) experience
- Right to work in Italy

WHAT AQUISIS OFFERS

- On the job training in consulting methods, relevant theory, and communication skills.
- Above market salary depending on qualification/experience.
- Generally smart working, but at least a full day per month in the office in Tuscany. Occasional travel within Italy and Europe cannot be excluded.
- Fixed term contract, potential for renewal thereafter.

Please send your CV and cover letter via email