

Business Development Manager – SME IT Software Company in Financial Services

Job Description

Position: Business Development Manager (BDM)
Hours: 40
Days: Monday to Friday
Hours: Full time
Location: Newbury, Berks or London

The Company

EValue provides market leading financial modelling solutions. Our tools and solutions are designed to engage and inform investors about the potential risk and return from different investment choices they will need to make. EValue supports over 80% of UK financial services institutions and many large employers with our solutions.

Key Responsibilities

- Meet/Exceed new business revenue targets from an existing client base and greenfield prospects
- Develop a detailed knowledge of potential customer's ways of working and existing facilities in order to understand how the EValue proposition can add value to their business
- Interact with Account Managers and Client Delivery teams to ensure smooth implementations and hand-over
- Report to sales management on Pipeline, Forecasting and activity
- Maintain contact management records to assist with Pipeline management, client communications and marketing campaigns.
- Be an ambassador for the business; attending and speaking at relevant events, hosting workshops and generally leveraging opportunities

Skills & Experience

- Knowledge of the Asset Management, Wealth Management or Retail Banking with an ability to provide relevant insight
- Goal focused: Creative thinker on how to achieve targets
- Personable, quietly effective and patient. Ability to build solid relationships through deep understanding of the client
- Optimistic and upbeat with good energy.
- Ability to read between the lines to understand situations effectively whilst being empathetic.
- Persistent. Build subtle awareness of availability when opportunities arise
- Focused problem solving

- Able to challenge a situation or decision by using their extensive experience within the industry.

Relevant competencies

Business and commercial Awareness – *Has the ability to develop strategies for the long term benefit of the client and EValue. Creates a culture that encourages and rewards commercial behaviour.*

Thinking and Problem Solving – *Demonstrates a strong strategic vision. Leads the development of vision and strategy.*

Strategic Influencing – *Influences at a strategic level with all stakeholders. Creates a culture of strong strategic influencing.*

Planning and Organising – *Develops strategic plans to meet broad business goals.*

Performance Focus Client Service – *Works in partnership with clients creating a strong service and client ethic.*

Performance Focus and Drive – *Sets stretching targets and standards for self.*

Negotiation - *Has the ability to work through financial and strategic differences with a customer in order to offer a resolution in order to close a sale.*