

Business Development Manager, EMEA

Finvent is the exclusive and sole distributor of leading SS&C Advent Software products & services provider since 2001, in over 15 countries in Europe and Africa.

Finvent provides sales and marketing, consulting, project management, training and support as well as custom engineering services, to all Advent regional clients.

Via our deep understanding of both the Advent solutions and of the buy-side investment sector, we also develop and distribute our own award-winning solutions as well as many custom reports and utilities.

Due to our growth in several regions, we currently seek an experienced sales professional to act as our Regional Manager, in charge of Business Development in the region we operate for the full Finvent product portfolio.

She/he will be a Key Member of Finvent's sales organization and Member of the Management Team – targeting investment management organizations such as wealth managers, private banks, asset managers, family office and funds of various types including pension and hedge funds. This is an Athens, Greece located position.

Responsibilities

More specifically, this role will be expected to:

- Build pipeline of qualified leads and prospects, drive and manage sales cycles of total Finvent solutions portfolio from start to finish, i.e. from lead generation to close.
- Achieve sales performance and client booking targets for the region and proactively manage quarterly growth in the sales pipeline.
- Develop, communicate and execute the sales and marketing annual strategy and action plans for the region, in partnership with other members of the Finvent Senior Management.
- Deliver consistently accurate forecasts using Salesforce.com[®] and ensuring accurate account and opportunity status information in Salesforce.com[®].
- Possess and develop a strong understanding of the key customer and industry issues affecting the clients/prospects in your region and collaborate effectively with Product Management and Marketing to address them.
- Contribute actively to a positive, results oriented, customer centric, collaborative and supportive work environment, aiming at excellence on everything in accordance with the Finvent core values in all interactions with prospects, customers and internally.

Qualifications & Experience

- A minimum 8-10 years business-to-business sales experience, with at least 5 years selling enterprise software and 3+ years selling to financial services industry buy-side accounts.
- Several years of executed successful sales bookings, with past proven domain results in selling investment management software or risk analytics solutions to buy-side accounts.
- Understanding of excellent prospecting and account management skills using solution selling methodology with a results-orientated focus on closing; able to coach others from past personal success.
- A strong understanding of the buy-side sector and its risk analytics needs as well as extensive knowledge of buy-side organization structures, buying influences and purchasing processes.
- Track record of building strong accountability for results and a drive to over-achieve especially via working with senior (C-level) executives.
- A leader with a professional and mature manner, self-confident with unquestioned integrity and an ability to build trust and confidence with others.
- Able to travel internationally as needed to attain sales results.
- Excellent communication and presentation skills in English: Greek and additional languages are a plus.
- University degree is required; a Master's degree is preferred.

At Finvent, you can find a rewarding international career where you can thrive at every level. We invest in our employees through offering competitive compensation and benefits, progressive training opportunities and wellness programs that empower employees to achieve their career goals.

In addition to challenging and meaningful work, and deep commitment to giving back to the communities where we live and work. Finvent's culture thrives on teamwork and diversity. So, bring your unique perspective and talent to Finvent and thrive in your work today!

Principals only please. NO AGENCY CANDIDATES WILL BE CONSIDERED
CV Submission in English only
hr@finvent.com Code: BDRM

All applications are confidential

Please Respond ONLY if you comply with most Job Qualifications