

Regional Business Development Manager

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. Via our deep understanding of both the buy-side investment sector and the Advent Software suite, we also develop and distribute our own award-winning solutions. Our core focus is aimed exclusively on organizations such as wealth managers, private banks, asset managers, family office and funds of various types including pension and hedge funds.

We are currently looking for a Regional Business Development Manager, to be located in Athens, Greece, an entrepreneur in soul & spirit, with strong market and Investment Management domain knowledge, to act as Sales Lead and personally create success around our offerings for clients and the company.

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.
- 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.
- 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.

Desired Qualifications & Experience

- Several years of successful sales bookings, with past provable results in selling investment management software or risk analytics solutions to buy-side accounts.
- 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 drive to over-achieve especially via working with senior (C-level) executives.



- A strong leader, professional and mature manner with unquestioned integrity and an innate ability to build trust and confidence with others.
- Able to travel as needed to attain results.
- University graduate degree in business, engineering or related field with equivalent business experiences.
- English fluency is paramount, additional languages, especially Spanish or Italian preferred. Greek language is very good to have.

Benefits

- Competitive compensation package and benefits
- A private medical and health plan for employees and their families
- Progressive and continuous training opportunities
- Gaining exposure to leaders within the financial industry while you are working for a high impact global-standards company
- Global experiences via EMEA & USA business travelling
- Become part of a mission-driven team which constantly learns and improves
- Be part of a socially responsible entity and with a group of like-minded people

If you've got what it takes to be a great Business Development Manager and want to work on a hardworking, success-oriented and fun team, then apply today!

You can visit our website to learn more about us:

www.finvent.com

**CV Submission in English only
hr@finvent.com Code: RBD20**

All applications are confidential

**Please Respond ONLY if you comply with most Job Qualifications
Please apply directly to Finvent. No phone calls please**