



## **Regional Vice President of Business Development, Iberia**

Finvent, since 2001, is a successful regional provider of award-winning software and services provider to the investment management industry. Our clients span 15+ countries including asset managers, wealth managers, banks, family offices, fund managers, fund administrators, and prime brokers.

### **Description**

We are seeking a talented, growth-hungry, and service-minded professional salesperson who wants to make their mark in this sector, to join our team as Regional Business Development Leader, Iberia, in the Investment & Risk Management Software Unit and contribute as a Member of the Corporate Management team. In this role, you will seek and acquire clients across Spain and Portugal. The role is therefore ideal for an experienced sales professional, preferably in the investment management sector, a fluent Spanish speaker, who can operate in a multi-cultural environment as well as someone flexible in terms of traveling and aims to achieve the absolute best sales results and lead to further corporate growth with maximum client satisfaction each time.

The Regional Business Development Leader will:

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- Manage the territory agreed for results, develop the pipeline and successfully add new clients.
- Implement complex sales cycle from discovery phase to successful close
- Provide insight and deal-related product gaps to Product Management
- Internally, this role will actively interact with various cross-functional team members including Solution Consultants, Professional Services, other members of the Sales team, Legal, Accounting, Operations, Data Specialists, Product Managers, Marketing, and various members of Senior Management.

### **Qualifications & Skills**

- Extensive corporate-level sales experience and knowhow, of the buy-side community or investment management industry, as well as of complex and C-level sales processes is required
- An excellent understanding of the securities industry and terminology is required.



- Experience selling technology-based solutions, minimum 5 years, particularly application software used in the Investment Management industry or closely related, is highly preferred
- Previous Experience in successfully selling software solutions in the Iberia market
- Related University degree
- Fluency in Spanish and English is an absolute. The Greek language is an add-on but not a requirement
- Holder of a European passport or EU Working Visa is required

### **Benefits**

On top of working in a challenging ever-changing sector, award-winning products, and an excellent, friendly team, we are offering:

- Excellent career opportunities in a stable and supportive corporate environment
- Competitive salary and bonus payment plans
- Private health & medical insurance plan
- International product certification and continuous training programs
- International travel and global professional experience
- Be part of a socially responsible entity and with a group of like-minded people

**CV Submission (in English) at:**

**hr@finvent.com**

**CODE: 24RSM1**

**All applications are confidential.**

**Please Respond ONLY if you comply with most Job Qualifications**

Your race, age, ethnicity or disability, gender identity and expression make no difference to Finvent. We want to attract, develop, promote and retain the best people based only on their abilities and professional behavior.

Disclaimer: Finvent collects and processes personal data by the EU General Data Protection Regulation (GDPR). We are bound to use the information provided within your job application for recruitment purposes only and not to share these with any third parties. We will keep your resume in our database for potential future consideration.

In case you want to be deleted from our database you can contact us via email at hr@finvent.com