EValue Powering financial insight

# SENIOR BUSINESS DEVELOPEMEMT MANAGER

## About Us!

EValue is a young, fast paced, growing FinTech company and the leading UK provider of financial planning and advice technology.

Working with over 80% of large financial institutions in the UK, EValue's white labelled solutions were used by approximately 200,000 consumers and financial advisers in 2017.

We have 70 talented integrated specialists, working across offices in Newbury and London

## The benefits of joining our exciting team

As well as offering fantastic opportunities for career progression once established in your role, you will be joining a friendly and relaxed working environment where you will be continuously supported and encouraged to reach your full potential. We have an open culture where you are encouraged to find and fix problems and not to pass them on to some other team. We are a great environment for makers and builders.

Sound like you?

We have fantastic benefits, including

- 25 days annual leave, bank holidays, one extra 'company day' for Christmas plus the option to buy a further five days annual leave
- Generous company pension scheme – up to 10% employer contribution
- Bonus
- Private medical
- Long term disability and Life Insurance
- Study support policy
- Free parking
- A huge range of free hot and cold drinks
- Excellent fully funded company events
- Weekly yogalates classes (on return to office)
- Company football team and Table Tennis team (on return to office)
- Poker nights with pizza! (on return to office)

- The opportunity to support local charities through fundraising events organised throughout the year

## The Role

## Key Responsibilities

- Structure, negotiate, and close opportunities for the 'investment' business channel working on new business and existing client accounts within the business.
- Develop the sales strategy for the propositions within your territory with the CCO.
- Provide insights and share EValue thought leadership on the propositions with customers.
- Knowledge of the competition and awareness of how strategies and tactics work in the marketplace.
- Strong prospecting skills and previous experience in working with marketing teams to create communication plans (emails templates, phone calls etc), conducting prospecting campaigns, efforts with internal lead nurture and/or demand generation programs.
- Demonstrable closing ability in winning sales campaigns, closing late stage deals, developing reasons for prospects and overcoming late stage deal obstacles.
- Evident opportunity management experience with managing pipeline, inspecting opportunities, accelerating campaigns, demonstrating deal ingenuity, and providing deal-based ideas.
- Understanding of cost justification methodologies relevant to the business and to the buyer, utilising a value case to differentiate a solution from competitive offerings, building multiple evaluation criteria that are compelling to the buyer and developing business models that can be replicated and used by others.
- Identify new opportunities by understanding client's business and requirements to ensure highest level of service and maximise potential opportunities.
- Negotiate contracts and effective commercial models with the CCO.
- Primary contact point for new client stakeholders providing an effective migration plan into the account management channel.
- Work with the existing sales team identifying cross-sell opportunities and managing the pipeline/activity in the EValue HubSpot CRM.
- Responsible for onboarding new services for new accounts.
- Develop long-term relationships with this portfolio of clients, connecting with key business executives and stakeholders up to, and including, executive level.
- Maintaining regular contact with industry figures and establishing networks of lead generators.
- Providing feedback to internal proposition teams to ensure customer needs are meet.
- Creating and maintaining 'Growth Plans' in conjunction with the Senior Account Manager and establishing new routes to market.

- Identifying new target markets and product developments to aid new sales.
- Fully understand our proposition and be able to demo/ discuss products/ services in detail and work with the propositions teams to stay up to date.
- Communicate the progress of monthly/quarterly objectives to CCO.
- Forecast and track key account metrics in HubSpot CRM.
- Maintain and develop industry and product knowledge by participating in internal/ external training programmes.
- Maintaining positive industry networks via LinkedIn and/or other social media.
- Attend and represent EValue at events, marketing conferences, and other relevant industry opportunities when required.

## Required Knowledge and Experience

- Proven business development experience – preferably from a related sector of financial services.
- Ability to understand and interpret client solutions in a clear and commercial manner.
- Effective communications / stakeholder management skills.
- Presenting and influencing credibly and effectively at all levels of the organisation, including executive and C-level.
- Presenting client solutions in a commercial manner.
- Managing internal stakeholders.
- Excellent active listening, negotiation, and presentation skills.
- Excellent verbal and written communications skills.
- Fluent in English (C1).
- Professional curiosity, proactive, and resourceful.
- Experience in delivering client-focused solutions based on customer needs.
- Self-motivated and able to thrive in a results-driven environment.
- Natural relationship builder.
- Effective Time Management.
- Critical thinking and problem-solving skills.
- Keen attention to detail and adherence to deadlines.
- Team Player with the ability to adapt / “can do” attitude.
- Client focused.
- Experience working with or in a life and pension provider, asset manager, platform, and/or large financial adviser group/network.
- Proficient at Microsoft Office Suite
- HubSpot or other CRM

***If you want to be part of a business that is looking to shape the future of financial services, contact us today!***