

Business Development Associate.

Closing date: 17/09/18

Job Type: Permanent

Location: London

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As an Associate in the Business Development team your role will be to help scale the sale of CoInvestor's leading software for wealth managers and financial advisers managing alternative assets.

We are looking for bright and driven candidates who want to be part of a high growth company at its inflection point. We are seeking people who want to shape something, rather than just be a number in a sales team.

Role and Responsibilities

The Business Development Associate role will include but will not be limited, to;

- Engaging with and selling to the financial advisory community to execute sales of the adviser SaaS product across the market.
- Being proactive in seeking out new business and developing / nurturing a pipeline of sales through effective relationship building, call management and lead generation.
- Supporting the onboarding and training of new and existing customers and ensuring high levels of service at all times.
- Using your initiative to help develop, shape and drive the sales process for this market. This will need to be constantly improved as the product develops and feedback from sales on product fit and client needs will be a crucial part of how we prioritise the product development roadmap.
- Improving your technical knowledge of our product by ensuring you understand the uses of our technology and are able to demonstrate the product effectively to new prospects.
- Achieve specified licence targets and performance objectives, measured through clearly defined and transparent KPIs as agreed with the Head of Sales & Marketing.
- Completing sales administration activities (reports, meetings, plans etc.) in an effective and timely manner.
- Have a wide awareness of the target market, customers, competitors and products in order to sell solutions to customers effectively.
- Attending industry conferences which may be of value to CoInvestor and be an advocate of our brand and product in the financial advisory community.

Candidate qualities

The Business Development Associate will exhibit the following qualities;

- At least 2 years' experience in a B2B sales role or selling into the UK financial advisory and wealth management industry
- Previous telephone sales experience desirable, but not required
- Knowledge of the UK financial advisory market is desirable

- Laser focus on progressing, learning and succeeding
- A deeply professional demeanour
- Committed to customer service excellence and will work on developing business relationships with our key stakeholders
- Good literacy and numeric skills required
- Confident verbal communications skills
- Computer literate – experience with Salesforce is beneficial

Given the nature of the Coinvestor business as a dynamic and fast-moving software company, we will be looking for you to be pro-active in assuming responsibilities to help us improve overall performance, engagement and customer retention. The roles and responsibilities outlined above are a guide and may change to better suit your strengths over time.

About Coinvestor

We provide a range of innovative digital solutions to enable the institutionalisation of alternative assets as these become increasingly important to investor portfolios. The growth in demand for unlisted tax-efficient, capital growth and yield investments creates challenges for investors, advisers and asset managers. We solve these challenges, whilst improving and facilitating access and distribution.

To apply for this role, please send your CV to Karen Huxley (karen@coinvestor.co.uk) or complete an application online at coinvestor.uk/careers.