A man and a woman in business attire are seated at a wooden table, looking at a tablet. The man is pointing at the screen. The image has a blue tint and a subtle pattern of vertical lines in the background.

BOARD INTELLIGENCE

FS Associate Director

Role Specification & Candidate Profile



BOARD
INTELLIGENCE

The Role

Our client base is growing and we're looking for an Associate Director to join our Financial Services (FS) Team.

The FS market represents a significant amount of our Annual Recurring Revenue (ARR) and we're poised for substantial further growth here - as a result, we're looking to grow the team. Reporting into the FS Market Director, you will play a lead role in identifying and winning enterprise level clients.

WHAT WILL YOU BE RESPONSIBLE FOR?

- Managing the full sales cycle: networking, prospecting, identifying client needs and opportunities, building relationships with stakeholders, delivering face-to-face presentations, negotiating and closing
- Forming relationships with key prospect stakeholders: C-level (CEO), Chairman, Executive Directors, Company Secretaries, Governance Heads etc
- Managing complex sales cycles: 1-6 months typically (extreme cases of 1 week for inbound and urgent customers, through to 6+ months for larger, more complex opportunities)
- Targeting enterprise accounts within the Financial Services Sector and closing deals worth £15k-100k+, before passing them over to the Customer Success team to manage
- Educating clients and stakeholders around the value of board reporting and a software solution

WHAT ARE WE LOOKING FOR?

- Has a track record of success and 5+ years sales experience
- Has high levels of EQ and the ability to build relationships and challenge senior stakeholders in enterprise-level accounts
- Has gravitas and feels confident presenting to board-level directors, and creating a compelling

reason (business case) for change

- Has strong negotiation skills and the ability and tenacity to navigate complex sales situations and stakeholder requirements
- Is commercially minded with an entrepreneurial drive and 'can do' attitude
- Enjoys networking with clients and prospects to deepen relationships
- Has exceptional attention to detail and standards
- Contributes ideas for the improvement of the team and internal processes
- Is an ambassador for the business, living and breathing the Board Intelligence principles and standards

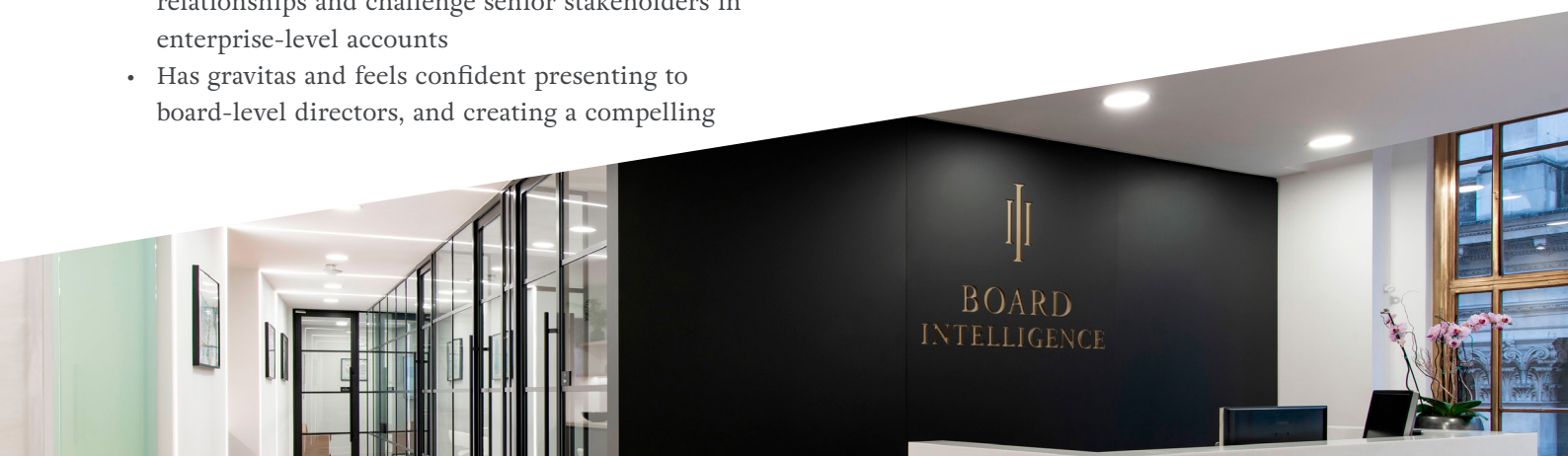
An understanding of the regulatory environment facing FS businesses and the corporate governance landscape is beneficial, but not necessary. Previous experience in senior executive stakeholder sales and management is critical.

You will be based with our FS Team at our London office, but will be required to travel to client sites across the UK.

WHAT'S OUR RECRUITMENT PROCESS?

We know there are lots of great opportunities out there, so we don't hang about. We'll make our decision quickly and our recruitment process will be:

- CV screening
- Interview with COO / Customer Director
- Interview with Customer Director + FS Team



About us

THE TEAM

Our Customer Team is 35 and counting, spanning Marketing & Events, Business Development, Customer Success, Specialist Delivery and BI24. Our backgrounds are varied and together we ensure our network, prospects and clients have a fantastic experience with us – from the exploration of initial interest, through to a slick and professional sales process, tailored platform onboarding and value-add throughout the client lifecycle.

THE COMPANY

Board Intelligence is a rapidly growing Software as a Service (SaaS) business, pioneering a service that drives board effectiveness for decision makers and directors. We've been helping boards to make smarter, faster decisions for 16 years and we've been turning that knowledge into software for seven years. With over 14,000 users engaged on our platform, we work with FTSE 100s, large privately owned companies, public sector and government departments, and have delivered ~50% YOY growth over the past five years.

We're 70 people today and growing fast. As we grow, we're fiercely protective of our friendly, high performing culture. With over 13 nationalities represented, the team is diverse and friendly, and most days you'll find a group of us getting lunch together.

We're owner managed and remain in control of our own decision making and destiny. Many of us, including our founders, have young (or not so young) families, so we know the value of a supportive company. And all of us like to have fun, so our regular company socials, Friday drinks, away days and lunch & learns are always a highlight.

THE OFFICE

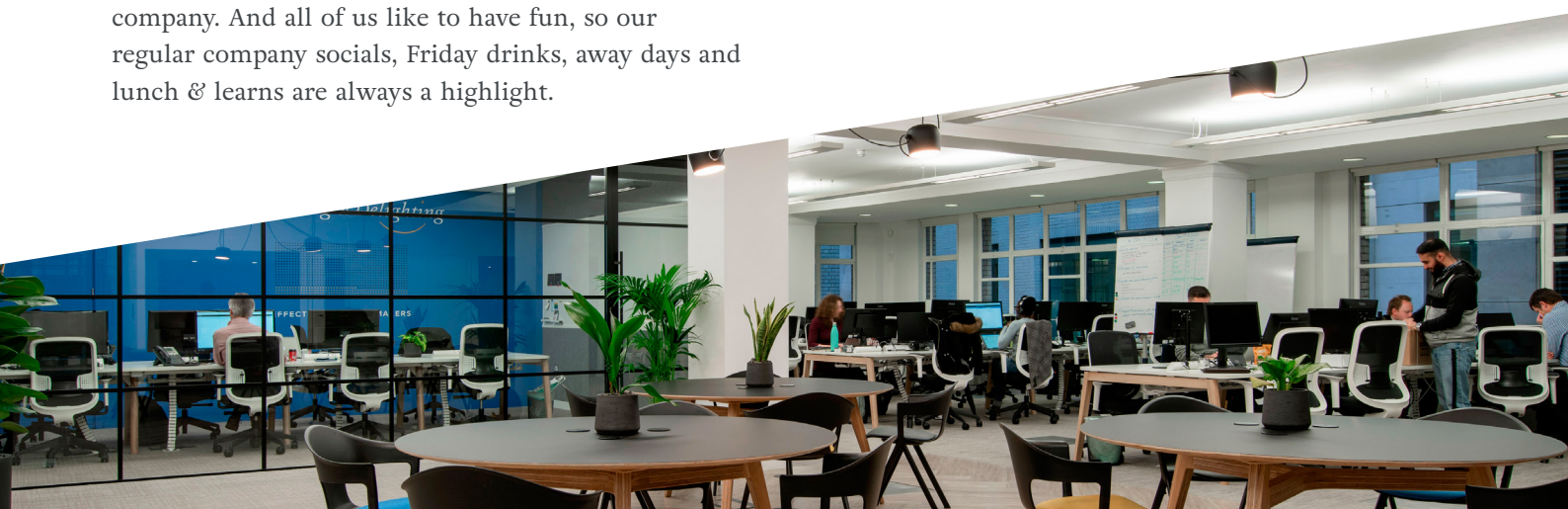
Most of the company are based in our London office, but we have a small team in Hong Kong who help to provide 24/7 support to our clients.

Our London office is in the heart of the City. It's brand new, with a sleek fit out, great communal kitchen and lots of meeting rooms and booths, so you can always find the space you need. A stone's throw from Bank Station (Central Line, Northern Line, Waterloo & City, DLR), the office is also minutes from Cannon Street and Moorgate Station, and not far from Liverpool Street or London Bridge. We have the Royal Exchange on our doorstep and are spoilt for choice for lunch options and after work drinks venues, as well as gyms for those who want a bit of balance.

THE DETAILS

We pride ourselves on our great working environment and package. Here's some of what's on offer:

- Competitive salary & pension scheme
- Uncapped commission
- Bupa health & dental cover
- Daily breakfast, drinks, fruit and snacks
- Regular training & development, mini MBA series, lunch & learns
- Travel card loan & cycle to work scheme
- Competitive parental policies



Contact



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