

Job description

Job title	Business Development Manager
Reports to	
Direct reports	None
Location	London
Salary	salary negotiable
About Eukleia	<p>Eukleia provides training services in the area of governance, risk and compliance (GRC). This includes e-learning and instructor-led training courses for the specific needs of financial services firms and other sectors.</p> <p>We provide courses on a wide range of compliance and risk topics including anti-money laundering, market conduct, data protection and operational risk. Our expert team is skilled at providing highly interactive, engaging content. Eukleia is part of Learning Technologies Group plc (LTG).</p>
Purpose of job	<p>This is an exciting opportunity for an established sales professional to play a leading role in the expansion of the sales team at Eukleia.</p> <p>The BDM is responsible for the acquisition of new business through cold calling, marketing initiatives and developing existing relationships.</p> <p>The role will include management of existing business and clients, plus development of new business.</p> <p>While the focus will be on EMEA Financial Services (predominantly large banks and asset managers) the successful applicant will also be required to prospect in other verticals with compliance training requirements e.g. oil and gas. In addition, the role will involve cross selling of Eukleia's products into clients of our sister companies within the Learning Technologies Group.</p> <p>The role is based in Eukleia's office in the City of London but some travel will be necessary as required for client meetings.</p>
Key duties and responsibilities	<p>Responsible for:</p> <ul style="list-style-type: none"> ● Working with the business to seek out new opportunities and targets ● Proactively approaching existing contacts and prospects to generate new business opportunities ● Manage and maintain relationships with stakeholders ● Present and propose training solutions through face to face meetings, telephone calls, email and written proposals ● Managing the sales process from initial meeting to sales close ● Ensuring a smooth and comprehensive handover of closed sale to the production team ● Managing the full bid, presentation, negotiation and close process for RFPs

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	<ul style="list-style-type: none"> ● Developing, managing and maintaining competitor profiles, and gathering competitive intelligence and competition strengths and weaknesses ● Identifying and promoting key differentiating features and USPs in Eukleia's offerings ● Developing and managing the sales pipeline ● Attending required sales meetings, providing management information as necessary ● Contribute to the development of marketing collateral ● Other duties as assigned by the manager <p>Contribute to:</p> <ul style="list-style-type: none"> ● Attendance and participation at conferences, exhibitions and industry events
<p>Essential knowledge, skills and experience and Key Performance Indicators</p>	<p>The ideal candidate will have:</p> <ul style="list-style-type: none"> ● A minimum of 3 years experience in key account sales and business development into Financial Services marketplace ● Experience of e-Learning/online subscriptions/training products or services sales ● Knowledge of/exposure to Financial Services regulatory environment (without this knowledge you will be expected to study and participate in training to build this knowledge quickly) ● Development and closure of individual sales of over £50k ● Managed accounts worth in excess of £250k per annum ● Experience in outbound sales with demonstrable cold calling and closing skills ● Outstanding verbal and written communication skills ● Negotiation skills ● Highly polished and flexible interpersonal skills to communicate with a range of senior decision-makers and frontline staff in prospect accounts ● A good degree <p>Key Performance Indicators include:</p> <ul style="list-style-type: none"> ● Volume of business closed ● Volume of business retained ● Number of appointments made with new prospects ● Time spent with key relationship clients
<p>Personal attributes</p>	<ul style="list-style-type: none"> ● Strong team player, confident and reliable ● Excellent account management skills ● Motivated and target-orientated individual