

Account Manager

Department/group	Business Development Manager
Office	Geneva or Zurich
Reporting to	CCO and CEO
Role Type	Permanent

About aosphere

aosphere and BRP produce market leading web-based legal and compliance management products currently focused on marketing restrictions, derivatives, shareholding disclosure, data privacy, e-signatures and crypto asset regulation. Our products are used by over 1,200 institutions worldwide including most leading banks and the world's largest asset managers. Its flagship products include netalytics, country manuals, CSAnalytics, diligence and the Rulefinder product range. We are at the forefront of legal innovation and has featured multiple times in the prestigious Financial Times Innovative Lawyers report. aosphere Limited is also a pioneer in the use of flexible working arrangements. The team is based in London, New York, Geneva, Zurich, Australia, Belfast, Hamburg and Dubai. Join our team and you'll be part of a flexible, inclusive culture underpinned by openness and acceptance. We're driven by the belief that, to perform, people need support and space to collaborate. By combining those values with an ambitious outlook, we can give you the opportunity to thrive.


Role Purpose

In order to accelerate global revenues and build our sales talent pipeline, aosphere is seeking a full time Business Development Manager to fit within its existing global commercial organization. This role will be focused on growing our relationships with **new and existing clients in Switzerland**.

The successful candidate will have demonstrable aptitude in engaging with prospects on complex legal services, managing the process to convert interest into demonstration/ free trials and subsequent conversion. This could be demonstrated either through relevant sales experience or through some sales experience combined with other relevant industry experience – there is more than one road to success at aosphere.

What is non-negotiable is a customer focused attitude, attention to detail (including updating of Salesforce), a friendly and collaborative approach and the ability to engage credibly at senior level. While the role would require a level of understanding of the underlying products, product demonstrations, particularly initially, would be done in partnership with relevant subject matter experts from aosphere's team of lawyers – also requiring the ability to orchestrate and work with deep technical experts.

The role

- Key relationships
 - The candidate will engage with and sell to senior contacts in legal and compliance functions. aosphere serves a range of customers of different sizes, with different procurement processes, requiring an adaptable and flexible approach.
 - You will work closely with the wider aosphere commercial team, including peer business development, account management, marketing and revenue operations professionals.
 - You will work closely with the relevant aosphere lawyer product teams across our FinReg offerings including marketing restrictions, shareholding disclosure and crypto.
 - Responsibilities include:
 - Managing incoming leads through our sales pipeline including arranging for demonstrations and free trials; converting into subscription sales.
 - Leading client meetings and demonstrating products, in partnership with relevant lawyer Product Subject Matter Experts.
 - Representing aosphere at industry conferences.
 - Handling commercial negotiations with customers on fees and engagement terms in partnership with in-house legal.
 - Following agreed process, including updating our Salesforce CRM platform.
 - Suggesting improvements to product, sales process, and marketing collateral.
 - Key requirements
 - Business development experience in a professional services environment with proven aptitude for sales.
 - Fluent in English as well as French or German.
 - Experience in a sales role in a publishing, data or information-based business selling to financial institutions and understand selling subscription services would be ideal.
 - Aptitude for quickly acquiring a rigorous understanding of the various technical areas covered by the aosphere products.
 - Ability to quickly make a credible impact with customers, both via email and during meetings, including both painting the big picture and attention to detail.
 - Ability to partner with our subject matter experts and deliver powerful joint demonstrations.
 - Ambition for personal and professional growth.
 - Positive and collaborative approach.
 - The passion and commitment to grow the business and deliver to the highest standards for our customers.
 - Practical, pragmatic and can-do attitude.
 - Excellent organizational and prioritizing skills including a willingness to undertake a range of varied tasks with a can- do attitude
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Join us

Please send your CV/resume in confidence to hr@aosphere.com

aosphere.com