

## Account Manager

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|------------------|----------------------------|
| Department/group | Account Manager            |
| Office           | Geneva                     |
| Reporting to     | Head of Account Management |
| 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.

### The role

In order to accelerate global revenues and build our Account Management team, aosphere is seeking a full time Account Manager to fit within its existing global commercial team. The role will be based in Geneva focused on supporting and growing our relationships with our Switzerland-based clients. The account manager will interface with senior legal and compliance influencers and decision makers within financial institutions including banks, private funds and asset managers.

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 significant relevant sales experience or through some sales experience combined with other relevant background or 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.

## Key relationships


- The successful candidate will engage directly with stakeholder across the client organization both to support the day-to-day user engagement and to lead renewal discussions with senior client contacts.
- You will report to the Head of Account Management with regular contact with the aosphere Chief Commercial Officer and work closely with the wider Business Development team, including Digital Marketing and Events.
- You will work closely with the relevant lawyer product teams.

## Job description

Role and responsibilities include:

- Acting as dedicated point of contact for a defined set of accounts, responsible for driving growth at renewal.
- Leading client meetings and demonstrating products, in partnership with relevant lawyer product subject matter experts.
- Driving adoption and use of our products within your book of business
- Representing the company at industry conferences and events globally (over time, limited in the first year).
- Commercial negotiations with customers on renewal fees and terms.
- Following agreed process, including updating our Salesforce CRM platform.
- Suggesting improvements to product, account management best practices and marketing collateral.

## Key requirements

- Established account manager/sales experience in a professional services environment with proven aptitude for growing client relationships.
  - Fluent in both English and French.
  - Experience in an account manager/sales role in a publishing, data or information-based business selling to financial services clients and an understanding or renewing subscription services would be ideal.
  - Aptitude for quickly acquiring a rigorous understanding of the various technical areas covered by the aosphere & BRP product suite.
  - Willingness to use Salesforce CRM.
  - 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 presentations.
  - 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
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- Excellent organizational and prioritizing skills including a willingness to undertake a range of varied tasks with a can- do attitude

## Join us

Please send your CV/resume in confidence to [hr@aosphere.com](mailto:hr@aosphere.com)

[aosphere.com](http://aosphere.com)