

COMARCH

Comarch UK, London Business Development Manager - Financial Services

Headquartered in Krakow (Poland) Comarch is a global software manufacturer, integrator and IT business solutions provider. Our product portfolio services multiple industries and verticals and allows for a customisable software solution that meets clients' expectations, preferences and capabilities. With our team of over 5,300 experienced IT engineers and business consultants, Comarch has successfully implemented solutions for Forbes 100, Fortune 500 and FTSE companies since 1993.

Our Financial Services portfolio specifically includes innovative IT solutions for banks, insurers, brokerage houses, asset management companies, investment funds and more.

Comarch UK is looking for a confident and self-motivated BDM to join the team responsible for the development of its operations in the financial services sector. This role will concentrate on new business and development of new accounts, and includes domestic and occasional international travel.

Job Duties and Responsibilities

- Establish, initiate and build direct contacts with potential new clients
- Follow up on all product requests and enquiries
- Coordinate and establish initial meetings with potential new clients from the banking, capital markets & insurance sectors, assisting the consulting team
- Lead and coordinate proposal preparation
- Maintain accurate and timely customer, pipeline and service forecast data
- Negotiate contracts and deliver offers
- Build and close leads
- Meet or exceed sales targets through new business development
- Act as a company representative at trade shows, events and conferences throughout the UK
- Accurate, timely reporting to management of progress, activities and planning.

Requirements

- Bachelor's Degree
- An understanding of banking and financial industries market trends, insights, competitive landscape and customer needs
- International and domestic travel
- Excellent verbal and written communication
- Strong presentation skills
- Deadline driven

What Comarch Offer

- A competitive salary with uncapped bonus
- A unique opportunity to be a part of a branch of a global company with a very positive outlook for growth
- An environment with the advantages of being part of an international group where action-taking and ambition is rewarded
- A stimulating job in a multinational environment
- 25 days holiday
- Career growth opportunities