

RISK CONSULTANCY AND SOFTWARE BUSINESS DEVELOPMENT

A dynamic, well-organised business development person is sought by an entrepreneurial risk management software and consulting company.

You will work closely within a small team exploiting our excellent existing contacts to generate new leads and following up and closing deals. Depending on your capabilities, you may be involved in pre-sales quantitative analysis. You will report to and work closely with our MD.

Working within a team, your assignment will be to develop market opportunities for our consulting services and software. This will involve preparing pitches and marketing material, visiting clients to discuss their needs, representing the company at conferences, devising and implementing email shots, initiating and following up contacts with potential clients and possibly performing pre-sales analysis.

Remuneration depends on experience and is competitive.

Required characteristics:

1. You should have a 2.1 or higher BA/BSc from a leading university. An MSc or higher qualifications would be an advantage.
2. You must have a good grasp of finance and risk management acquired either by advanced study or through industry experience.
3. You should have excellent communication skills. You must be highly literate and capable of drafting promotional literature.
4. You must be energetic in taking on and completing tasks, flexible and positive in attitude.
5. You must have the right to work in the UK.

If you are interested, please email a detailed CV and cover letter to admin@riskcontrollimited.com