

Do you want to learn how to build a startup company from the bottom? Do you set high goals and have an extraordinary drive to achieve them? Yes? Then you might be Insurtech Insights' new Business Development Manager!

Who we are

InsurTech Insights is a recently launched thought leadership technology platform with a clear mission to foster debate around the most innovative technology topics impacting the Insurance industry today. The first product to be launched is a series of InsurTech conferences based in London and Hong Kong to connect investors, insurance C-level executives, and start-ups

We are a sister company of Private Equity Insights (<http://pe-conference.org/>) the most important private equity-focused conference event throughout Europe and Asia

What we are looking for

We are looking for an ambitious and driven Business Development Manager with a strong commercial mindset and previous experience in building relationships/account management. Your role is to drive revenue and assist our ambitious growth plans for 2018 and beyond. You will do this by generating new business, finding and managing sponsors, and ensuring our tight deadlines are met in collaboration with the rest of our team

Your role as Business Developer Manager is to:

- Generate new business opportunities, qualify strategic selling opportunities and target market/clients
- Produce quality proposals and contracts to aid the sales process and provide innovative solutions
- Secure sponsorship and exhibition revenues
- Develop key accounts to increase future revenue
- Effectively allocate internal resources to ensure projects meet deadlines
- Collaborate with internal Marketing/Ops/Production teams to ensure delivery of client/event requirements
- Build a deep understanding of our company, its product and the market it is in

Your profile

- Minimum of 3 years in Sponsorships/Partnerships/Business Development /Account Management/B2B/industry sales experience
- Proven ability in terms of prospecting/new business development skills
- Comfortable with cross-/up-selling to acquire new business and grow accounts
- Experience with mapping exercises on product, client base and competitor landscape
- Experience in communicating and presenting at different levels with a variety of stakeholders
- Experience in leading and motivating a team
- Able to work independently in a fast-paced environment and keep sight of the bigger picture
- Fluent in English
- Eligible to work in the EU

Start date: As soon as possible

Apply by sending CV and cover letter to: