

Job Description

Date: 2/18/2010

Identification Section

Title: Business Development Manager, Finance Industry

Department: Strategic Insight - Sales

Reports To (title): Senior Managing Director, Sales

Position Summary and Purpose

(Brief summary of the job, covering the main responsibilities, the framework within which the job has to operate, and the main contribution to the organization.)

Through a consultative approach, in-depth knowledge of the asset management industry, especially the mutual fund sector (and alternative assets sector), and an appreciation of SI's capabilities and strength in the marketplace, this role partners with prospective clients to understand their perception of value and to propose solutions that enrich the client's workflow and capabilities to serve their customers.

Essential Functions/Accountabilities

1. Understand the client's role in the industry, their position vis a vis competitors, their value proposition, competitive advantages or disadvantages, etc. in order to partner with the client on value added products, services, solutions in the mutual fund and alternative asset sectors.
2. Sell on value of the products and services; use business acumen to quantify and articulate financial and measurable value of the solutions proposed. Effectively present the strengths of SI's products, services, and solutions vs offerings from competitors. Achieve sales goals.
3. Manage all aspects of the sales function, especially the development of new and incremental business by seeking out new clients and proposing appropriate programs to them. Execute the entire sales process, from account identification, to opening the sales process to closing a completed sale.
4. Communicate in the most effective way for the client's comprehension and acceptance, whether one on one communications, group meetings, presentations, writing, etc.
5. Negotiate to produce results while strengthening the relationship.
6. Provide input into advertising, promotion, pricing, and target market considerations. Help provide coordination among team members vis a vis clients, including providing and maintaining data in salesforce.com.

Scope (decision making authority; freedom to create or act; magnitude & nature of impact. e.g., internal/external areas of impact; money that can be spent, resources that can be committed).

- Interaction at various levels of client organizations and in various ways.

- Discretion in how best to move a sale forward with a client and on which resources to draw on.
- Impact on company revenues through sales goal achievement.

Competencies

(Identify essential knowledge, skills & abilities critical to this role; e.g., functional/interpersonal/managerial skills; specific training, education requirements; mental and creativity demands)

- Strong analytic ability with very strong knowledge of the mutual fund industry, particularly at a high level.
- Knowledge of or use of SI's products or services is a very significant plus.
- Willing and able to know products in detail.
- Dynamic and results-generating sales professional with exceptional capability in consultative business development in the asset management space.
- Outstanding communication and interpersonal skills, including written, presentational and public speaking skills.
- Ability to use leads provided along with their own professional networking to gain prospects and referrals
- Technical proficiency with Microsoft Office suite and Fund Industry-related applications

Other

Note any special working conditions, equipment used, physical demands or additional responsibilities.

- Experience in industry analysis (either at a fund company, consulting to fund companies, or servicing data or research products to the fund industry), or strategy or product development at a fund company.
- Willingness to travel.

This job description in no way states or implies that these are the only duties to be performed by the employee(s) incumbent in this position. Employee(s) will be required to follow any other job related instructions and to perform any other job-related duties requested by any person authorized to give instructions or assignments.

A review of this position has excluded the marginal functions of the position that are incidental to the performance of fundamental job duties. The duties and responsibilities listed are essential job functions and requirements and are subject to possible modification to reasonably accommodate individuals with disabilities. To perform this job successfully, the incumbent(s) will possess the skills, aptitudes, and abilities to perform each duty proficiently. Some requirements may exclude individuals who pose a direct threat or significant risk to the health or safety of themselves or others. The requirements listed in this document are the minimum levels of knowledge, skills, or abilities.

This document does not create an employment contract, implied or otherwise, other than an "at will" relationship.