

Business Development Manager, USA

Location: NY or Boston or East Coast preferred but not required

Do you want to shape your own future?

*Have you ever worked for Advent Software in a sales-oriented, front line capacity?
Are you passionate about working with a team that creates world class risk analytics
and risk management software for the buy-side sector?*

*Do you want to work in a dynamic international environment with smart and
passionate colleagues who are striving to meet high growth objectives and have fun
doing so? If so, you should keep reading...*

The Opportunity

We are currently looking for a Business Development Manager for our Risk Analytics and Risk Management product portfolio, to lead our expansion efforts into the USA, starting with Advent's APX, Axys, Geneva and Moxy clients.

This will be a critical engagement in establishing our new USA operations and hence it will create significant career and leadership opportunities for the right professional.

About us:

KlarityRisk (klairtyrisk.com), is an award-winning risk analytics, risk management and compliance risk management solution aimed exclusively at the buy-side sector, since 2012. Headquartered in London, UK, with its software development center in Athens, Greece, KlarityRisk is a member of the Finvent Group of companies, the regional distributor, in Western and Southern Europe of Advent Software products and services since 2001.

As we know the buy-side sector very well, as well as the Advent Software products portfolio, all our multi-asset solutions are already fully integrated with all corresponding Advent products but also ready to integrate with any other 3rd party back-office solution.

About You

You are a results-focused sales leader with the drive to grow and lead a successful software company. You are a 'Self-starter' who will 'run' his/her business like an entrepreneur.

You have a very good Risk Analytics and Risk Management domain expertise, as well as previous experience either selling Advent Software products or alternative solutions into the buy-side sector companies.

You have the drive to help create a new organization and personally contribute the successful operations and growth of this company.

Your intent is to become an invaluable member of the new entity and you aim to potentially lead and manage KlarityRisk USA operations in the future.

You understand the need to secure revenues for the Company in the short term, but also demonstrate customer-facing skills necessary to build long-term business relationships with clients.

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Desired Skills and Experience

- 4 to 6+ years in a senior sales management role in the buy-side sector, ideally having managed both inside sales and field sales teams with extensive domain expertise in market risk solutions.
- A direct communicator with the confidence to address market risk management and risk compliance challenges and issues, affecting the buy-side sector, in an open and straightforward manner.
- Previous Advent Software business development and new business acquisition responsibility, with expert knowledge of the various sectors and lines-of-business it operates, as KlarityRisk products are perfectly matched to Advent's APX, Axys, Geneva and Moxy, is highly regarded as an asset but it is not required.
- Inclination and ability to solve problems and think strategically, leveraging a pragmatic fact based approach.
- A relevant University degree in business or equivalent.

What's In It For You?

This is a position which will allow you a great deal of freedom and will be perfect for an entrepreneurially thinking professional who will focus on the delivery of sales successes, with the full support of all KlarityRisk personnel, but also on building long term relationships with the market.

We are offering a competitive salary package, strong benefits but also performance-based annual bonus to start with.

We are a company that values its employees and believes in creating a positive team-working environment with a results-oriented, performance-based, culture.

Next Steps:

If you wish to share your professional experiences and qualifications with us, and believe that this is an opportunity you cannot just pass it, please email your CV with a covering letter to hr@klarityrisk.com.

All applications are confidential.

We look forward to meeting you!

KlarityRisk is an equal opportunity employer that offers challenging work in a supportive environment.