

# United Kingdom Jobs Expertini®

## Head of Business Development & London

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Company: AVOMIND

Location: United Kingdom

Category: other-general

### About our Client

Our client, a group of companies, is dedicated to providing robust liquidity and secure access to cutting-edge trading platforms and innovative investment products. Serving both professional and retail clients globally, they aim to deliver education, insights into global markets, and access to a diverse range of trading products, positioning themselves as a comprehensive one-stop trading destination. Committed to the safety of client funds, they operate within a highly regulated environment.

### Role Description

Our client seeks a dynamic Head of Business Development to spearhead initiatives in expanding market reach and driving revenue growth. The successful candidate will play a crucial role in identifying and cultivating new business opportunities, establishing and nurturing client relationships, and achieving ambitious sales targets. Initially involved in both online and offline sales activities, the ideal candidate will transition to building and leading a high-performing sales team. Early responsibilities include operational duties to gain a comprehensive understanding of the business, along with training and hiring junior sales team members in collaboration with the Head of Operations.

### Key Responsibilities:

## **Sales Leadership:**

Develop and execute a strategic sales plan to attain revenue targets and facilitate market expansion.

Personally engage in online and offline sales activities, demonstrating a hands-on approach to drive immediate results.

Cultivate and maintain key client relationships, enhancing customer satisfaction and retention.

## **Team Building:**

Recruit, train, and manage a sales team, fostering a collaborative and results-driven culture.

Establish performance metrics, conduct regular assessments, and provide coaching to ensure team success.

Lead by example, setting high standards of professionalism and achievement.

## **Market Expertise:**

Leverage extensive experience in the trading sector and financial markets to identify growth opportunities.

Stay informed about industry trends, competitor activities, and market dynamics to inform strategic decision-making.

## **Sales Operations:**

Oversee the development and execution of effective sales processes, ensuring efficiency and scalability.

Collaborate with cross-functional teams to optimize customer acquisition and retention strategies.

**Requirements:**

3+ years of prior experience in business development or sales roles.

1+ years of experience with CFD/Forex sales.

Proven success in managing and growing sales teams, with a track record of meeting or exceeding revenue targets.

Strong understanding of sales operations and the ability to implement efficient processes.

Excellent communication, negotiation, and relationship-building skills.

Ability to work independently.

Strong analytical and problem-solving skills.

Knowledge of financial markets and trading products.

Bachelor's degree in Business, Marketing, Finance, or a related field.

Fluent in English.

If you are a strategic thinker, and results-oriented leader, and possess a passion for driving business growth in the financial markets, we invite you to apply for this position.

DE-23425

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