

Senior Business Development Manager - Financial Services

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Company: Carter Murray

Location: London Area

Category: other-general

Carter Murray is excited to be working with a leading Law Firm to recruit a Senior Business Development Manager to work within their growing Financial Services team. Working closely with the Head of FS, the role will help increase revenue, whilst developing both the firms reputations and clients in this area. Responsibilities; Developing, implementing and regularly reviewing market plans and BD, marketing and client plans Identifying sales opportunities and developing compelling market propositions Working with the fee earners to develop, package and promote new services and solutions Developing a network of clients, prospects and referrers and using these to share communications and support lead generation and relationship building activities Developing new pipeline to progress and support conversion of opportunities from campaigns and other marketing activity Supporting our Client Engagement team in growing our Key Clients. Managing relationships with leading financial services industry bodies and clients and using these relationships to position the firm at the forefront of the sector. Working with our Communications team to promote the sector through the website, social media channels, email marketing, PR and internal communications Managing and leading a team of Business Development Managers and Execs and the associated BD budget. Requirements; knowledge of the Financial Services sector and experience of working with financial institution track record of successfully helping a professional services firm to grow their revenue or equivalent and ideally CIM qualified

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