



JOB DESCRIPTION

Role: Business Development Executive, Governance Risk and Compliance Consultancy

Practice Area: Payments, Capital Markets, Asset Management

Location: Belfast or London office on a hybrid basis, we are a collaborative team and enjoy working remotely and in person together.

A leading Governance Risk and Compliance Consultancy

ABOUT FSCOM

fscom is one of the leading specialist consulting firms providing governance, risk, and compliance solutions to the asset management, capital markets, digital assets and payments industries across UK and Europe.

Over the last twelve years we have built a reputation for providing high quality advice to our clients, with our focus on being the leading subject matter experts in our field meaning that we have become widely recognised as the premier compliance consulting firm to the financial services sector.

At fscom, we take a commercial approach to help our clients grow their business in a compliant way providing in-depth regulatory insight and industry best practice in all areas: authorisation, assurance, financial crime, consumer protection, risk management, information security, and regulatory due diligence.

Often, our clients are exciting global brands at the cutting edge of innovation, where there is the opportunity to gain exposure undertaking varied and intellectually stimulating work, and to build relationships, becoming our clients' trusted advisors.

This is an exciting time to be joining fscom and be part of a successful, thriving business. We are on an ambitious and exciting growth journey having forged a strategic partnership with one of Europe's leading growth investors Bridgepoint in October 2022.

Our people are at the heart of our business and our success, and we are excited about the opportunities available to our current and prospective colleagues.

THE ROLE

Reporting to the Head of Business Development, as a Business Development Executive, you will be responsible for driving business growth by managing the entire sales cycle, including identifying new opportunities, developing strategic partnerships and expanding market presence to increase revenue and profitability. You will work as part of a wider BD team partnering with a specific practice alongside senior consultants and trailblazers and experts in their industries. With our deep domain expertise within our practices, we will enable you to have the opportunity to source and execute on a diverse range of exciting and cutting-edge clients.

These roles are a great development opportunity for individuals who wish to build upon their existing sales experience, learn from the best, work with our experts and challenge themselves in innovating, developing, and expanding our client base. We are looking for candidates who demonstrate strong sales skills, with exceptional BD capability that will add value to our business.

RESPONSIBILITIES

- ✓ Source, take through the sales cycle and close new business opportunities.
- ✓ Support the Head of BD to deliver an effective BD function that effectively partners across our practice areas.
- ✓ Partner with practice lead and relevant consultants to understand their practice and be able to design and implement the sales strategy.
- ✓ Identify and pursue new business opportunities through market research and analysis, working closely with the practice leads on identifying the right and most effective opportunities in new and existing markets.
- ✓ Establish and maintain strong relationships with key clients, partners and stakeholders.
- ✓ Have the ability to close deals effectively, negotiating and finalising contract terms with clients on behalf of consultants.
- ✓ Working closely with the marketing team to run outbound campaigns to create sales opportunities and generate new business opportunities.
- ✓ Preparing and delivering pitches to potential clients.
- ✓ Representing the company and various practices at industry and networking events in order to build the profile and generate leads for fscom.
- ✓ Work to targets and enable others to achieve sales targets and revenue goals.
- ✓ Any other duties as reasonably required

ESSENTIAL CRITERIA

- ✓ 4 + years' experience working in a business development and sales role.
- ✓ Experience in working within a consultancy or professional services environment, desirably in the Governance, Risk and Compliance space.
- ✓ Strong prospecting, negotiation and closing skills.
- ✓ Ability to work within a changing market with evolving business needs.
- ✓ Ability to work within a high-performance environment and work within a KPI driven environment.
- ✓ Ability to work with, and communicate information clearly and effectively to, both clients and team members
- ✓ A demonstratable track record of being successful at working to targets and enabling others to achieve sales targets and revenue goals
- ✓ Excellent organisational skills with the ability to manage numerous deadlines and projects simultaneously
- ✓ Excellent attention to detail and understands the importance of pride in the work delivered internally and to clients
- ✓ Quick to learn, curious with initiative, and constantly striving to develop understanding of our business, our clients and the environment that we operate in.
- ✓ Collegiate outlook with the ability to work effectively as part of a cohesive team, whilst taking ownership for areas under their responsibility.
- ✓ Proactive, self-driven attitude.

DESIRABLE CRITERIA

- ✓ Understanding of financial services.
- ✓ Experience working in the governance, risk and compliance industry.

fscom reserves the right to expand the criteria for this role dependent upon the number of applications received.

WHAT WILL I GET FROM THE ROLE?

You will have the opportunity to work for an award-winning consultancy business, with award winning experts in their field and with high-profile clients. This is an exciting opportunity to work with fscom at a critical time in our journey as we continue to grow and expand.

Our culture is friendly and promotes a stimulating working environment, where you will have a challenging and autonomous role that is critical to successful business delivery.

We will reward you with fast tracked opportunity and a competitive benefits package including commission structure.

We are an equal opportunities employer, committed to Diversity & Inclusion and currently hold the Bronze standard in Diversity Mark NI.

To apply:

If you are interested in this role, please forward your CV to careers@fscom.co or speak to [Stuart Grimmond](#) on 028 9042 5451.



Diversity Mark