

Sales Manager – UK

London, United Kingdom
Permanent, Full-time

As **Sales Manager – UK**, you will be a key member of the Praemium sales team with a focus on developing new business opportunities with new and existing financial advice and wealth management clients. Your primary focus will be identifying platform opportunities and growing the level of current Funds Under Management on Praemium's award-winning investment platform while also identifying financial advice software opportunities.

You will build meaningful, trust-based, consultative relationships with existing and prospective clients. You will also be required to provide on-going relationship management for our existing clients in the Middle East and Africa. You will conduct regular meetings both face-to-face and remotely in order to increase awareness of the business, its products and services and to develop cross-selling opportunities.

Working with our investment management platform, you will also gain invaluable global knowledge in technology and financial services. We offer a fantastic working environment and a unique opportunity for team members to broaden their knowledge, improve their skills and further their career.

Key Responsibilities and Accountabilities

The successful candidate will:

- » Identify, generate and qualify new business leads
- » Support the business in planning and delivering on targets
- » Work with financial advisers to understand their business model, current client base, approach to client segmentation, risk profiling and CRM system requirements
- » Grow the level of Funds Under Management by developing new and existing relationships
- » Assist in preparation of presentation materials and deliver them internally and externally
- » Schedule, prepare and deliver training sessions with intermediary clients
- » Ensure delivery of proposals and marketing documents to prospective clients
- » Monitor and understand the position of our competitors and trends of the market to help to strategically develop our business
- » Build trusted and credible relationships with other teams within the business to ensure we exceed client expectations
- » Ensure the integrity and culture of our firm by adhering to risk and compliance policies.

Experience, qualifications and attributes

The successful candidate will:

- » Have Managed Accounts knowledge (highly regarded)
- » Be a motivated self-starter with 10+ years in a financial services sales environment (preferred)
- » Have a proven track record of delivering consistent sales results
- » Have a deep understanding of the financial services industry, including the competitive and regulatory landscape

Praemium International Limited

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Company registration No.107624. Regulated by the Jersey Financial Services Commission.
Praemium International Limited is part of the Praemium Group

- » Have experience in, and understanding of, investment platforms and products and financial planning software
- » Have a proven ability to build relationships at all levels of a business
- » Be able to communicate effectively (verbal and written) to a range of stakeholders and build trusted relationships which benefit the client and the business as a whole
- » Demonstrate knowledge of the international adviser market with an extensive contact book
- » Possess strong IT skills
- » Be highly passionate, hands-on and hardworking
- » Be diplomatic, credible, highly influencing and persuasive approach to change
- » Demonstrate creative and strategic mindset
- » Be able to work to tight deadlines, prioritise well and possess excellent time management.

About Praemium:

Established in Australia in 2001, Praemium has grown to be a market-leading provider of investment platforms, investment management, portfolio administration and CRM solutions with offices in London, Coventry, Jersey, Australia, Armenia, Dubai, Shenzhen and Hong Kong.

The world's leading financial advisers, trustees, investment managers, institutions, accountants, family offices and product providers use Praemium to manage or administer over £63 billion worth of investment globally across more than 475,000 accounts.

What we offer:

We believe what makes us unique and a very attractive organisation to work for, in addition to the financial reward and benefits, is a combination of:

- » Our organisation and our global scale;
- » Our platform, our products, our clients and our leadership;
- » The framework and initiatives we've put in place to support your personal growth and continuous learning opportunities;
- » The work we do, and we love doing!
- » Our relationship with our peers, the trust and respect we have for each other;
- » Our diversity, inclusiveness and the opportunity to bring your whole self to work.

How to Apply:

To find out more about the role or to apply, please email your CV and a cover letter to ben.lester@praemium.com

Note that Praemium is an equal opportunities employer and does not discriminate based on race, religion, gender, age, sexuality, gender identification, or physical ability. We can only accept applications from candidates with 5 years residency on the Island. All successful candidates will be required to undertake a police check post appointment. By applying for this job you accept the terms and conditions of Praemium's Privacy Notice which can be found at praemium.com/int/