



BUSINESS DEVELOPMENT MANAGER JOB VACANCY

What we are looking for:

We are looking for a **Business Development Manager** who will play the critical role of leading efforts to establish and retain business growth opportunities. Primarily obtaining new clients and fostering business relationships to increase revenue from sales.

This role is a target-driven business development role that involves face-to-face solution selling with executive level contacts within new and existing customers.

The Business Development Manager will capitalize upon the existing strong brands we work with already and take our unique and innovative offering to similar major companies, by leveraging their knowledge of their customer's business.

Candidates must have personally demonstrated solution-selling experience, including developing account strategies, providing strong leadership and hands-on participation in strategic engagements.

We believe that sales is about providing effective solutions to solve real customer needs and transfer market feedback to the product teams to continuously improve our platform.

Clients say Datamaran is more robust, more agile and more affordable.

We'd like you to join to bring more Datamaraneers to our growing user community.

- **When?** Starting date: As soon as possible
- **Where?** Location: London, UK
- **Salary:** Competitive (base salary, commission and share-options), Pension plan

You will:

- Identify new business acquisition; accurately developing and closing business by building an opportunity pipeline and achieving revenue goals across a target portfolio of Tier 1 and Tier 2 organisations.
- Build and maintain fruitful relationships at corporate level, escalating interest through the enterprise-chain, primarily across Chief Risk Officers and Chief Sustainability Officers.
- Develop a business development strategy focused on increasing our monthly recurring revenues and aiming at establishing long-term business relationships with the clients.
- Arrange business meetings with prospective clients in coordination with the BDR team.
- Attend conferences, meeting and industry events, build relationships with the key influencers (institutions, associations, experts, academics, journalists).
- Quickly grasp client business aims and requirements to match solutions around those specific needs.
- Become a Datamaran Certified User (expert user).

Key competencies:

- You are a hunter and a closer
- You challenge prospects with your expertise
- You have excellent oral and written communication skills
- You have strong problem solving skills
- You are fast-to-respond
- You are pleasantly persistent and creative
- You enjoy negotiating
- Spanish/Italian languages are a plus

About us:

We are Datamaran: a fast-paced, energetic and high-growth technology company.

Our cloud based platform Datamaran enables a business process for continuous issues monitoring fully owned by the sustainability and risk teams. It harnesses technology to support decision-makers with an improved materiality analysis process – one that seamlessly integrates into Enterprise Risk Management (ERM) and corporate strategy.

We are headquartered in London - with offices in New York City and Valencia - and serve large corporate and investor clients all over the world!

Our mission is to positively impact the world by helping businesses to ensure continuous resilience through evidence-based decision-making.

We use cutting-edge AI technology - and we hold ourselves to the highest standards of quality - always.

Our team comes with a diverse experience in technology, big data, ESG, law, finance and risk management.

Such a unique mix makes Datamaran a unique workplace, and a close-knit one.

Our values:

Performance-driven

We have different backgrounds, we are from all around the world and we have diverse expertise. What unites us is our focus on performing at our best, continuously learning and thriving as we face new challenges.

Collaborative

We are a close-knit team who support one another with the bigger vision in mind. We think two heads are better than one, and we consult with and support our colleagues to find the best solutions for our clients.

Committed

We are an ambitious company with a mission to put sustainability risk on the radar of every business – and we are passionate about using the latest technology and our creativity to achieve that.

Agile

Change is a constant, and we are ready to bend and flex to adapt to the external environment and jump on opportunities. Our vision is clear, but the path to get there may change; we are excited about every twist and turn.

Relevant experience:

- A track record of consistent, high-value solution sales revenue achievement, focused on new business acquisition within Tier 1 and tier 2 organisations.
- Adept all stages of the sales cycle, including research, negotiation & clients relationship management.
- Knowledge of materiality analysis, risk management and reporting, gained from within the corporate sustainability, ESG arena.

And in return we offer a competitive salary, career progression and additional benefits.

Other benefits:

- A dynamic and international work environment
- Commission
- Annual stock options
- 25 days of holidays excluding bank holidays
- Pension plan
- Subsidised meal vouchers
- Free gym membership

Please send your resumé and cover letter to hr@datamaran.com before March 15.