



Business Development Representative
LSEG (LONDON STOCK EXCHANGE GROUP)

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Description/Responsibility

- Investigate and research Target Accounts to gain a working understanding of the business, identify key challenges and market motivators for needing an LSEG service, product and/or solution
- Proactively identify contacts within each account related to defined campaigns or growth opportunities
- Review, action and execute prioritized outbound contacts for each account and/or across various financial institutions, client types and geographical regions
- Proactively research for new prospects as you see fit to generate sales opportunities
- Optimally leverage and use tools, system and processes, including but not limited to LSEG's Client Relationship Management (CRM) system, Sales Automation platform and predictive marketing insight data

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Additional Academic Requirements

- Bachelor's degree or equivalent work experience in a similar role

Experience Requirements

- No experience is required.

Skills Requirements

- Outstanding telephone and remote client contact skills that clearly articulate a 'business justification', 'what's in it for the client', acquire 'incremental gain' in order to qualify potential business opportunities
- Ability to provide clients with the best customer experience as possible via standard methodology and 'client first' interactions
- Ability to make a large number of calls to prospective clients per day and even with constant rejection, have the persistence and positive demeanor to continue to in these efforts every day
- Able to articulate the benefits of LSEG's products and services to potential clients in a concise and pointed manner that fosters greater product curiosity
- Experience working in a professional, institutional, fast-paced lead generation operation, preferably

within financial services marketing or information technology

- Experience with sales, training, or customer service environment with high inbound/outbound call volumes, and daring revenue and sales targets

Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

Industry Type

- Experience should include the following skills: Bank/Non-Bank Fin. Institution

Address: London, United Kingdom, London, United Kingdom, United Kingdom

Company Profile: Stock Exchanges

Company Website: <http://www.lseg.com/>