

Job title	Business Development Manager / Director
Practice	-
Sector	-
Primary Location	Hong Kong
Ref. no.	JDHKE12R002

Company Overview:

Investance is a global management consulting firm that combines industry expertise in strategy, operations, risk and IT with specialist technology and outsourcing services to add value for the world's leading financial services organizations. We have more than 300 people supporting Investment Banking, Insurance, Retail banking and Investment Management organisations around the world to deliver superior business results. We have six established offices in strategic locations and major financial centres: Paris, London, New York, Hong Kong, Singapore and Amsterdam. Find out more by visiting www.investance.com.

Position overview

We are currently seeking a Business Development Manager / Director to join Investance Asia, in Hong Kong office. Ideal candidates should have existing relationships within the financial services industry and have previous experience in a Consultancy firm, in APAC Region

Business development responsibilities include:

- Initiate, establish and maintain relationships with banks and financial institutions in Hong Kong, China and APAC Region
- Introduce and work closely with Investance Practice Managers to identify the needs of prospective clients and develop new business opportunities
- Ensure the relationships with our clients Procurement Departments and handle the contracting issues
- Take part in the Talent Acquisition process
- Organize and Manage the follow-up of consultants assignments

Essential experience and knowledge

Candidates must have experience in the following areas:

- At least 10 years of successful Business Development experience
- Good knowledge of financial industry in Asia : Investment Banking or Investment Management knowledge is mandatory
- Excellent business development and client relationship management skills
- Ability to participate in defining business development strategies and business plans

Additional competencies

- Excellent communication skills (verbal and written) and client face-off
- Innovative approach to business development
- Management skills and ability or potential to lead others
- Take ownership and responsibility
- Strong documentation skills using Microsoft Office applications (Excel, PowerPoint, Word)

In addition, candidates must possess an entrepreneurial mind-set with both a drive and willingness to be involved in all areas of a growing business.

Qualifications:

- Minimum BA/BS or equivalent (preferably Finance orientated degree).
- Advanced degree is a plus
- Language skills in Mandarin and/or Cantonese are a mandatory

In return, you will have the opportunity to be part of an exciting and dynamic growth story within a successful, ever expanding business. As an Investance consultant, you will work in a collaborative environment, surrounded by a team of industry experts which will provide the ideal platform for career development and growth. You will be part of a global organization which embraces entrepreneurial spirit. In addition there will be opportunities to work in our other locations and practices.

If you are seeking a rewarding career that will enable you to reach your full potential and would like to join our team please send your CV and a brief cover letter to mbia@investance.com

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