

We are hiring

Business Development Manager

Senior Manager/Director, New York, NY

Ref. JDUSE12R002

Position overview

We are currently seeking a Business Development Manager to join Investance Americas in New York. This role involves a blend between Business Development, Relationship Management and Project Delivery. Ideal candidates should have existing relationships within the financial services industry and have previous experience as a Program/Project Manager. Hiring and managing a team of strong SMEs

Firm development responsibilities

- Active involvement with Investance's Management Committee
- Contribute to the definition and development of the Firm's overall strategy
- Responsible for attracting and retaining talent
- Represent Investance at conferences and industry events
- Coordinate with the Paris, London, and Hong Kong offices to develop and ensure consistent processes across client approach, marketing, and delivery methodology

Relationship management responsibilities

- Initiate and maintain relationships with new customers within US Corporate Investment Banks, Asset Managers, Retail Banks, Private Banks and Insurance Companies
- Leverage on Investance's global contacts, shared clients, and prospects
- Develop activity across all practices (Advisory, Transaction Management, Finance, Control & Compliance, Risk Management, IT Business Transformation) and sectors
- Introduce and work closely with Investance Practice Managers to leverage new business

Delivery responsibilities

- Act as a Program/Project Manager on projects across various Practices

Essential experience and knowledge

Candidates must have experience in the following areas:

- Consulting or IB /Wider Capital Markets experience
- Excellent business development and client relationship management skills
- Hands on project experience (project lead or team member) preferably developed within a consulting environment
- Strong understanding of structured business analysis methodologies
- Proven track record in the financial services industry
- Proven ability to run or participate in workshops with senior business management
- Experience in Strategy / Change Management
- Product/Functional knowledge

Additional competencies

- Excellent communication skills; (verbal and written) able to communicate complex ideas to all areas of the business – client side and internally
- Innovative approach to solving complex issues and problems
- Ability to develop high quality project deliverables
- Team player with management skills and the ability or potential to lead others
- Work in cross-border/cross-disciplined teams at client site
- Take ownership and responsibility
- Strong documentation skills using Microsoft Office applications (Excel, PowerPoint, Word)

In addition to the strong consulting skills and business knowledge that our clients value, consultants 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 a plus

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 skuratko@investance.com

About Investance

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.

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