

Business Development Manager

Department/group	Commercial
Office	London or New York
Reporting to	Regional Manager (based in London)

Role Purpose

In order to accelerate global revenues and build our sales talent pipeline, aosphere is seeking a full-time Business Development Manager to join its global sales team. The role will span our range of financial services regulatory products and involve engagement with senior legal and compliance influencers and decision-makers within financial institutions, including banks, private funds, and asset managers.

The successful candidate will demonstrate a strong ability to identify and engage with prospects on complex legal topics, managing the process from qualification through to demonstrations, free trials, and ultimately converting prospects into subscription clients. This capability may be evidenced through significant relevant sales experience, or through a combination of some sales experience and other relevant backgrounds.

What is non-negotiable is a customer-focused mindset, excellent attention to detail (including maintaining accurate Salesforce records), a friendly and collaborative working style, and the ability to engage credibly with senior stakeholders. While a solid understanding of our products will be required, product demonstrations—particularly in the early stages—will be delivered in partnership with subject matter experts from aosphere’s legal team. As such, the role also requires the ability to coordinate effectively and work closely with technical experts.

Job description

Role and Responsibilities include:

- Initiate engagement with prospects through outbound and lead generation activities.
- Effectively qualify leads and new opportunities from current and potential clients.
- Identify and implement strategies for cross-selling aosphere products.
- Manage incoming leads through the sales pipeline, including coordinating product demonstrations and free trials, and converting prospects into subscription clients.
- Lead client meetings and present aosphere products, working collaboratively with relevant legal product subject matter experts.
- Represent aosphere at industry events and work with our marketing team to manage exhibiting opportunities at conferences to build relationships and raise brand visibility.
- Handle commercial negotiations on pricing and engagement terms, in close coordination with our in-house legal team.
- Follow established processes, including maintaining accurate and up-to-date records in our Salesforce CRM platform.

- Proactively suggest enhancements to our products, sales processes, and marketing materials based on client feedback and market insights.

Key requirements

- Proven business development experience within a professional services environment, with a strong aptitude for sales.
- Ideally, experience in a sales role within a publishing, data, or information-based business, selling to financial institutions and with an understanding of subscription-based sales models.
- Quick to grasp complex technical subject matter and able to develop a strong understanding of the areas covered by aosphere's products.
- Ability to establish credibility with clients rapidly—both in writing and in meetings—combining strategic insight with attention to detail.
- Experience in outbound sales engagement.
- Proven ability to engage compliantly and expertly with senior stakeholders for outbound sales.
- Demonstrates aptitude and good judgement when approaching clients, including the ability to adopt different strategies for different client personas.
- A genuine interest in learning about the financial services sector and the context in which our clients operate.
- Skilled in partnering with subject matter experts to deliver compelling, effective joint product demonstrations.
- Demonstrates ambition for both personal and professional development.
- Positive, collaborative, and team-oriented mindset.
- Passionate about growing the business and committed to delivering the highest standards of service to our clients.
- Practical, pragmatic, and solutions-focused, with a strong “can-do” attitude.
- Highly organised and capable of prioritising effectively, comfortable handling a variety of tasks as needed.
- Creative thinking both in new ideas and way of creatively using existing channels and resources
- Entrepreneurial outlook and passion for continually improving processes and client delivery to ensure we are at the forefront of providing a market leading client experience.
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Key relationships

- The candidate will engage with and sell to senior stakeholders in legal and compliance functions. As aosphere serves a diverse range of clients—varying in size and procurement processes—success in this role requires a flexible and adaptable approach.
- You will work closely with the broader aosphere commercial team, including peers in business development, account management, marketing, and revenue operations.
- You will also collaborate regularly with aosphere's lawyer-led product teams across our Financial Regulatory portfolio, in areas such as marketing restrictions, derivatives, lending, shareholding disclosure, and crypto.

Company Values

As part of the team we expect you to model our aosphere Company Values: Supportive, Friendly, Trust, Flexibility, No Big Egos.

Updated JDs should be sent to hr@aosphere.com