

## Business Development Manager – Job Description

We are recruiting for three Business Development Manager positions to join our small but rapidly expanding business to help us increase revenues and market share.

The Business Development Managers will work across a suite of audit, risk and compliance solutions developed by [Arctic Intelligence](#) and our joint venture investment [AML Accelerate](#).

### Company Description

Arctic stands for Audit, Risk and Compliance, Technology, Innovation Company. Intelligence relates to our approach towards compliance analytics.

Arctic was founded by passionate risk and compliance experts with over 20 years compliance experience working for leading investment and retail banks and our solutions have incorporated years of hard-fought experience in them.

Arctic’s mission is to create innovative, affordable and accessible audit, risk and compliance software which enables organisation’s regardless of their size, sector or geographic location to manage risks more effectively.

Arctic is a dynamic young company with huge growth potential and a growing blue chip client base, deal and development pipeline. We are working with global commercial partners, industry associations and major professional services firms and are seeking to expand our footprint in several areas.

### Job Description

We are looking for three Business Development Managers to operate from the following locations, servicing the following territories:

Base Country / City	Territories
Australia, Sydney	Australia and New Zealand
United Kingdom, London	UK, Ireland and Europe
United States, NYC	United States, Canada, Latin America, Caribbean

The role will report directly into the CEO and you will be responsible for helping us to shape and ultimately driving out our sales and marketing strategy, where as part of a small but high-performing team, your input will be highly valued and you will play an integral role in the continued growth of these exciting businesses.

This role could be full-time or part-time and would suit a person comfortable in freelance sales positions that may have a portfolio of sales roles within the same or similar space.

## Experience (Required)

- Proven experience in designing, planning, and executing sales strategy
- Proven experience in selling to corporate clients (i.e. enterprise sales) and cross channel (i.e. commercial software companies and professional services)

## Experience (Preferred)

- Working within a lean start-up environment which is fast-paced and resourceful
- Some knowledge of risk and compliance
- Some experience of working in the sectors that we are targeting; professional services firms, financial services, gaming, real-estate, legal, accounting, high-value dealers and industry associations.

## Key Responsibilities

- Develop, plan and execute sales strategy across Arctic Intelligence and AML Accelerate
- Establish direct and indirect commercial relationships with financial institutions; commercial partners (software/data companies & adjacent businesses); industry association partners and practitioner partners (i.e. consulting firms)
- Manage key customer relationships and engage with our COO in respect to key sales enablement and ongoing account management plans
- Building a high-performing sales culture and contributing to and supporting other Business Development Managers and other key stakeholders

## Key Attributes

- Motivated self-starter with a can-do attitude that will make things happen
- Lives and breathes sales and has a hunger to succeed
- Deep existing relationships and the ability to proactively target specific segments and build new commercial business relationships
- Able to work well as a team but also as an individual – given the geographic distance from HQ, great communication skills are a must