



### **Role Profile**

Associate Business Development Manager/Business Development Manager

### **Location**

Head Office Location  
Gloucester, GL3 4AH

### **Salary**

£40,000 - £55,000 per annum

### **Contract**

Permanent / Full-time

Blackfinch Group is an award-winning investment specialist with a heritage dating back over 25 years. A trusted provider, we work in partnership with advisers. Our businesses cover tax-efficient solutions, early stage investing, managed portfolio services, property financing and renewable energy. As an environmental, social and governance (ESG) investor, we work for a positive impact. We're proud to be entrusted with over £600 million in assets under management and administration.



## **Purpose of Role**

To represent Blackfinch across all products and services within the Tax planning and Asset Management areas. To maintain consistent contact with existing advisers, whilst always procuring new accounts to Blackfinch.

## **Key Accountabilities**

- Working with the Executive BDM team in developing a region by postcode of advisers, who have or have the potential to do business with Blackfinch on both the Tax planning and asset management areas.
- To develop that region so business inflows maintain a consistent level of £1m per month rising to £1.5m a month after 12 months.
- To develop potential Blackfinch MPS leads for the Asset Management team.
- To maintain a consistent level of a minimum of ten face to face meetings per week.
- Ensure that all meetings have complete fact find reports, which are then included within the Blackfinch CRM system,
- Support strategic partners with group presentations.

## **Essential Experience**

- A minimum of three years experience in Financial Services in the business development/sales area.
- Experience in the tax planning area is preferred but not essential.

## **Essential Skills & Qualities**

- The ability to maintain and build relationships is paramount
- Self-starter
- Organisation and planning are key
- The ability and skill to interpret KPI's and MI will be core to success
- Strong presentation skills
- Ability to influence at all levels of an organisation
- Strong networking ability
- Able to effectively work to a plan
- Can drive activity with an IBDM

## Essential Qualifications

- Currently working towards or willing to work towards Chartered status in Financial Services or equivalent

If you believe you have the skills and experience for this role, we'd be interested to hear from you.

Apply by sending your CV and any other supporting documents to **HR@blackfinch.co.uk**

If you require any further information about this role, we're here to help, contact us on 01452 717070.

## Our Values

At Blackfinch we're working to make a difference in the world. We partner with advisers to meet client and business aims. Inspired by the work of Charles Darwin, we're named after one of Darwin's finches, which influenced his theories of evolution.

Our values of 'adapt', 'evolve' and 'thrive' run through everything we do. We continually adapt to changing markets, providing evolved products so that our customers can thrive. These values inform our work as an ESG investor, working towards a more sustainable future.



Offering a supportive environment, championing continuing professional development and sponsoring staff for qualifications.



One of the friendliest businesses in financial services, supporting our people, customers and investee companies.



Providing opportunities to progress plus to take up benefits, and to get involved in sponsorship and charity work

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