



### **Role Profile**

Strategic Accounts Director

### **Location**

Gloucester, GL3 4AH

### **Salary**

Competitive Package

### **Salary**

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 offer 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 £400 million in assets under management and administration.



## Purpose of the Role

To represent and market the Blackfinch Group to existing and potential new Strategic Partners to ensure that the company's tax and asset management products and services are known and understood by most of the market. The role also requires for an increasing and consistent level of potential new advisers are supplied to the Internal Business Development team and that Blackfinch is at the forefront of any opportunity that is provided by the Strategic Partners.

Ensure that the sales management team are able to articulate, challenge and help build and maintain a best-in-class sales process. Be pro-active in engendering the best-in-class sales process into the sales team.

Blackfinch is committed to ensuring that all of its dealings have a positive impact on Environmental, Social and Governance (ESG) issues and as signatories to the Principles of Responsible Investing it is committed to influencing positive impact to the United Nations Sustainable Development Goals. You have a responsibility to make yourself aware of the Blackfinch ESG Policy and be prepared to study and pass relevant EST qualifications.

## Key Accountabilities

- To ensure that Blackfinch is represented and known with all key Strategic Partners.
- Be the lead owner of a variety of senior distributor contacts, from nationals, networks, third party providers and other relevant parties.
- Ensure the control and efficient spending of budget, monitor and analyse spend to ensure cost efficient v impact productivity is evidenced.
- To receive the highest feedback ratings when undertaking presentations to advisers and that any credible awards, that arranged by key partners, ensure Blackfinch is short listed or commended.
- To ensure that any interest or panel positioning is nurtured, maintained and improved upon.

## Essential Experience & Skills

### Essential Experience

- Have a minimum of 5 years' experience in financial services dealing with Strategic Accounts.
- Have a minimum of 5 years' experience of both internal and external stakeholder management.
- A minimum of 3 years' experience of approaching and securing high level business owners of Strategic Accounts.

### Essential Skills and Qualities

- Excellent communication skills and ability to articulate comms in a clear and concise manner ensuring comprehensive understanding by recipient audiences.
- Have exceptionally strong attention to detail in all areas, in particular with commercial terms.
- High level negotiation and persuading skills and a minimum of 3 years' experience of negotiating package deals at most economic cost within financial services investments.
- Exceptional organisation and planning skills and ability to manage and oversee multiple projects simultaneously ensuring timely delivery/output.
- Proven ability to co-ordinate RFPs of the highest content and quality ensuring bespoke to each request.

### Qualifications

- Hold generic financial services qualifications.

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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