

Business Development Manager, Asia

ASX Position Description

ASX “All Roles Flexible”

ASX offers mutually beneficial flexible working arrangements.
We recognise that employees need to balance work and personal lives.

ASX Opportunity Snapshot		What’s On Offer
Role:	Business Development Manager, Asia	The primary objective of the role is to maximise the ASX 24 and ASX Trade trading volumes and technical and information services revenue that originate from Asia by securing new customers and maximising the activity and services provided to existing customers.
Reports to:	[Title]	
People Management:	n/a	The role operates remotely but maintains strong links to both the head and regional offices in London and Chicago
Budget:	n/a	
Team:	International Business Development	The role has responsibility to support the development of the “international trading product” through the provision of feedback on customer needs, competitor solutions and product enhancements
Date:	December 2018	
Location:	Hong Kong SAR	
Flexible Role:	Yes	

What you’ll do:

- Objectives of the role include managing the customer through the technical on-boarding process, trading Incentive programs enrolment and the Participant application process
- Managing and expanding the database of prospects relevant to the ASX trading services business
- The role is responsible for establishing and maintaining strong partner relationships with ISVs, Vendors, Clearers and other Exchanges to support a strong pipeline of leads and opportunities
- Business development – generate revenue with new and existing customers
- Managing a set of defined client relationships with a specific focus on retaining and growing revenues
- Develop pipeline of new customer leads and opportunities and be responsible for building on them and transforming them into qualified opportunities
- Document all sales, customer management and prospecting activities in CRM (Salesforce)

- Contribute to and execute on the Business Development strategy for Asia
- Monitor industry and regulatory changes to support Business Development
- Monitor competitors within region to support product development
- Provide revenue and expense analysis each quarter
- Meet agreed Sales targets

What you've done:

- Proven Business Development and account management experience
- Track record of achieving sales targets
- Proven ability to develop Business Development strategy
- Strong knowledge of exchange product and technology
- Experience with proprietary futures traders and buy side customers
- Solid experience of prospect/end-user client interaction and documented record of sales
- Strong negotiation skills with a record of achieving favourable outcomes
- Proven experience of gaining customer commitment and shortening the sales cycle
- Successfully been able to articulate business benefits of technical solutions
- Participated in and led sales campaigns

And if you've got some of this, even better:

- Understand ASX Trade and ASX 24 products
- Existing successful relationships with proprietary trading groups, hedge funds, buy side, ISV's and Clearers
- Previous experience in financial IT services and or marketing
- Second language such as Cantonese, Mandarin or Japanese

What you need to enjoy and be good at for this role:

- Be open, trustworthy, original and the example
- Target driven, highly motivated and enthusiastic about developing relationships
- Deliver an outstanding customer experience
- Self-motivated and managing – ability to operate from a satellite office
- Ability to work with customers to understand their business objectives
- Strong verbal and non-verbal communication skills
- Business plan and report writing skills
- Rapport and relationship building at commercial level
- Use of CRM tool