

Senior Business Development Manager, AMERICAS

Department/group	Commercial
Office	NYC or London (Hybrid in either location)
Reporting to	Chief Commercial Officer
Role Type	Permanent / Full Time

About The aosphere Group

The Aosphere Group— comprising aosphere, BRP and Indigita — delivers market-leading web-based legal and compliance solutions across areas including derivatives, shareholding disclosure, cross-border marketing and lending, data privacy, e-signatures, and crypto asset regulation. Today, the Group supports 1,300+ clients worldwide, including leading banks, fund managers, asset managers, and corporates. Our global team is based in key financial centers such as London, Geneva, Zurich, and New York.

Role Purpose

The Senior BD Manager, Americas, is instrumental in executing aosphere's strategic objectives across the region. As the commercial team expands, this role will be pivotal in leading and implementing strategies tailored for the Americas. The individual will drive personal sales performance while supporting and guiding the sales, account management, and marketing teams. Reporting directly to the Chief Commercial Officer (CCO), the Senior BD Manager, Americas, will be a key stakeholder in shaping and advancing aosphere's regional presence.

Role and Responsibilities

In this role, you will partner with the CCO to develop and implement a regional strategy aimed at accelerating revenue growth. Your responsibilities will include:

- Achieving and surpassing regional sales targets.
- Serving as the primary commercial representative for the region.
- Designing and executing strategies for acquiring new clients.
- Developing and implementing cross-selling strategies within the region.
- Collaborating with account managers to ensure exceptional service for top accounts.
- Working cross-functionally with marketing, product development, content, and finance teams as needed.
- Training and mentoring direct reports.
- Monitoring direct reports' performance against KPIs to ensure revenue goals are met.
- Cultivating and maintaining relationships with key regional vendors.
- Proactively suggesting initiatives to advance aosphere's commercial goals.
- Representing aosphere at industry conferences and events throughout the region.

Key Capabilities

Line Management Responsibilities

The role will require line management responsibilities as the team grows. (Currently 3 members across London and the US).

Leadership Capabilities

As part of the Senior Team, with Line Management responsibilities we expect you to model leadership behaviours and values (within and outside of the team, the company and clients) including:

- Integrity (honesty and clarity in all dealings with all)
- Professionalism (appropriateness with words, behaviour, and approach)
- Communication Skills (clarity and professionalism with all communications)
- Embrace Change (particularly as the Company moves to the future-state)
- Resilience (the ability to adapt to challenges and change; and help others within the team to do the same)

Values

As part of the Senior Team and managing others we expect you to model our aerospace Company Values: Supportive, Friendly, Trust, Flexibility, No Big Egos.

Join our team!

Join our team, and be part of a high-performing, collaborative culture, with friendly people, fantastic offices and an extensive, generous benefits package. Annual discretionary bonus is applied post probationary period.

