

Business Development Manager

Department/group	Business Development Manager
Office	London
Reporting to	Senior BD Manager
Role Type	Permanent

About aosphere

aosphere helps financial institutions navigate complex regulation with clarity and confidence, combining expert-authored insight with technology to deliver regulatory intelligence clients can trust and act on.

For over 20 years, aosphere has supported firms in understanding what regulation requires, acting on it and proving they have done so. Our products span derivatives, shareholding disclosure, marketing restrictions, data privacy, e-signatures and crypto asset regulation, and are used by over 750 institutions and 15,000 users worldwide, including most leading banks and 80% of the world's largest asset managers.

Our flagship products, including netalytics, CSAnalytics, diligence and the Rulefinder suite, deliver expert-authored regulatory intelligence, and we are now building a new generation of workflow solutions to help firms operationalise regulatory requirements through structured, audit-ready processes.

We combine human expertise with intelligent technology to deliver accuracy at scale, and operate globally with teams across London, New York, Switzerland, Australia, Belfast, Hamburg and Dubai.

Role Purpose

In order to accelerate global revenues and build our sales talent pipeline, aosphere is seeking a full-time Business Development Manager to join its global commercial organization. The role is accountable for originating and scaling the Private Banking solutions footprint within Capital Markets outside of the Swiss region, with primary coverage across London, New York, and Hong Kong.

The position focuses on identifying, developing, and executing strategic growth opportunities with priority clients, working in close partnership with regional and global stakeholders to deliver integrated Private Banking and Capital Markets solutions.

Success in the role requires a strong customer-focused mindset, high attention to detail (including disciplined use of Salesforce), and a collaborative, engaging approach with the ability to build credibility at senior client level.

While the role requires a solid understanding of the underlying products and use cases, product demonstrations—particularly in the early stages—will be delivered in partnership with subject matter experts and solution specialists. The role therefore demands the ability to orchestrate complex internal expertise and translate technical capability into clear client value.

The ideal candidate will bring a strong understanding of the private banking and wealth management ecosystem, with a proven ability to navigate senior client relationships and the regulatory considerations unique to this segment.


Key relationships

- The candidate will engage with and sell to senior contacts in legal and compliance functions. The Aosphere Group serves a range of customers of different sizes, with different procurement processes, requiring an adaptable and flexible approach.
- You will work closely with the wider The Aosphere Group commercial team, including peer business development, account management, marketing and revenue operations professionals.
- You will work closely with the relevant product teams across The Aosphere Group portfolio.

Responsibilities include:

- Managing incoming leads through our sales pipeline including arranging for demonstrations and free trials; converting into subscription sales.
- Leading client meetings and demonstrating products, in partnership with relevant lawyer Product Subject Matter Experts.
- Representing aosphere at industry conferences.
- Handling commercial negotiations with customers on fees and engagement terms in partnership with in-house legal.
- Develop and deepen relationships with private banks, wealth managers and family offices ensuring The Aosphere Group's solutions align with their compliance and cross-border needs.
- Following agreed process, including updating our Salesforce CRM platform.
- Suggesting improvements to product, sales process, and marketing collateral.
- Originate and manage complex, consultative sales cycles with large financial institutions, owning opportunities from initial engagement through to contract close.
- Proactively identify and develop new business opportunities through targeted prospecting, senior-level relationship building, and market engagement.
- Demonstrate a strong hunter mindset, with the ability to open doors, build credibility with senior stakeholders, and create new opportunities across both new prospects and existing group clients.
- Position and sell integrated solutions that combine regulatory expertise, high-quality data, and technology, including workflow-based and digitally enabled offerings (for example, investment or compliance workflows supported by proprietary data).

Key requirements

- Business development experience in a professional services environment with proven aptitude for sales.
 - Experience within the private banking ecosystems, ideally with a clear grasp of the regulatory and cross-border compliance issues faced by private banks, wealth managers and family offices.
 - Proven experience in a senior Business Development or sales role within financial services, with a track record of selling into private banks, wealth managers, or private wealth divisions.
 - Experience in a sales role in a publishing, data or information-based business selling to financial institutions and understand selling subscription services would be ideal.
 - Demonstrated ability to engage senior decision-makers and articulate the value of solution-led propositions combining regulatory expertise, data, and technology.
 - Experience selling digital solutions, workflow tools, RegTech, SaaS platforms, data products, or integrated technology solutions is a strong plus.
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- Demonstrated ability to engage senior decision-makers and articulate the value of solution-led propositions combining regulatory expertise, data, and technology.
- Aptitude for quickly acquiring a rigorous understanding of the various technical areas covered by the aosphere products.
- Ability to quickly make a credible impact with customers, both via email and during meetings, including both painting the big picture and attention to detail.
- Ability to partner with our subject matter experts and deliver powerful joint demonstrations.
- Ambition for personal and professional growth.
- Positive and collaborative approach.
- The passion and commitment to grow the business and deliver to the highest standards for our customers.
- Practical, pragmatic and can-do attitude.
- Excellent organisational and prioritising skills including a willingness to undertake a range of varied tasks with a can- do attitude

Join us

Please send your CV/resume in confidence to hr@aosphere.com