

## Account Manager

Department/group	Account Management
Office	Home Working
Reporting to	Head of Account Management
Role Type	Permanent

### About aosphere

Based in the City of London aosphere is the market-leading provider of online generic legal information, analysis and regulatory monitoring for complex situations - enabling its customers to instantly access detailed, premium legal information across multiple jurisdictions.

aosphere's products are used by over 850 institutions worldwide including most of the world's leading banks and largest asset managers, together with a rapidly expanding corporate customer base. Its flagship products include the Rulefinder product range, currently focused on data privacy, shareholding disclosure, cross-border marketing restrictions, crypto regulation, cross-border lending and a suite of derivatives-based services.

aosphere is at the forefront of legal innovation and has featured 13 times in the prestigious Financial Times Innovative Lawyers report.

Founded more than 20 years ago as part of Magic Circle law firm Allen & Overy, in 2023 aosphere was the subject of a carve-out transaction with ownership now shared between Allen & Overy and technology investors Inflexion and Endicott, the latter based in the US. Coming out of the carve-out, aosphere has ambitious growth and investment plans, including international expansion and investment in product/AI as well as building out its sales and marketing capability to match the size of the opportunity.

aosphere is run by a growing team of c. 80 people, including a substantial team of deep legal experts, working in a friendly, engaged and mutually supportive culture.

### Role Purpose

To accelerate global revenue growth and strengthen our Account Management function, aosphere is seeking to hire its first U.S. based Account Manager. This role will play a pivotal part in supporting our global business while spearheading the account management function in the U.S. As an Account Manager, you will serve as the dedicated point of contact for a defined portfolio of accounts, overseeing the full renewal cycle and driving expansion opportunities. You will work across multiple product lines, partnering primarily with clients in the Financial Services sector.

The successful candidate will have demonstrable aptitude in engaging with client stakeholders of varying seniority on complex legal services, managing the day to day interactions whilst taking a long term view, strengthening our client relationships and driving growth. This could be demonstrated either through significant relevant sales/account management experience or through some sales/account management

experience combined with other relevant background or experience – there is more than one road to success at aosphere.

What is non negotiable is a customer focused attitude, attention to detail, a friendly and collaborative approach and the ability to engage credibly at senior level. While the role would require a level of understanding of the underlying products, product demonstrations, particularly initially, would be done in partnership with relevant subject matter experts from aosphere's team of lawyers – also requiring the ability to orchestrate and work with deep technical experts.

## **Key relationships**


- The successful candidate will engage directly with stakeholders across the client organization both to support the day to day user engagement and to lead renewal discussions with senior client contacts. aosphere serves a range of customers of different sizes, with different procurement processes, requiring an adaptable and flexible approach.
- You will report to the Head of Account Management with regular contact with the aosphere Chief Commercial Officer and work closely with the wider aosphere Business Development team, including Revenue Operations, Digital Marketing and Events.
- You will work closely with a team of expert lawyers who produce and maintain the content.

## **Role and Responsibilities**

Role and responsibilities include:

- Acting as dedicated point of contact for a defined set of accounts, responsible for driving growth at renewal and opening up cross-sell opportunities.
- Day to day, leading client meetings and demonstrating products, in partnership with relevant lawyer product subject matter experts.
- Driving adoption and use of our products within your book of business.
- Handling commercial negotiations with customers on fees and engagement terms in partnership with in-house legal.
- Following agreed process, including updating our Salesforce CRM platform.
- Suggesting improvements to product, account management best practices and marketing collateral.
- Representing aosphere at industry conferences.

## **Key requirements**

- Established account manager/sales experience in a professional/financial services environment with proven aptitude for growing client relationships.
  - Experience in an account manager/sales role in a publishing, data or information-based business selling to financial services clients and an understanding or renewing subscription services would be ideal.
  - Aptitude for quickly acquiring a rigorous understanding of the various technical areas covered by the aosphere product suite.
  - Willingness to use Salesforce CRM.
  - 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.
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- Ability to partner with our subject matter experts and deliver powerful joint presentations.
- 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.

## **Join us**

Please send your CV/resume in confidence to [hr@aosphere.com](mailto:hr@aosphere.com)

aosphere.com