

Company Description:

The Mergermarket Group's products and services provide the global advisory and corporate communities with intelligence and analysis, leading to real revenues for clients. With regional head offices in London, New York and Hong Kong and over 300 journalists in 65 locations worldwide, reliable and validated proprietary intelligence and historical data is provided via the mergermarket, wealthmonitor, dealReporter, Debtwire and Pharmawire on-line platforms. Our clients are amongst the world's leading legal & advisory firms, investment banks, private banks, hedge funds, private equity firms, fund managers, and corporate firms.

Job Description:

As an Account Manager for wealthmonitor based in the London office, the candidate will be responsible for running their territory as their own business. This includes, but is not limited to: prospecting, sourcing, managing trials, negotiations, client management, client retention and renewals for the wealthmonitor product.

Job Qualifications:

The candidate: An ideal candidate will be self-motivated, driven, and enjoy a team player environment. A very strong candidate would have the following attributes:

- Strong interest and/or experience in the private banking, wealth management and private client industry
- Previous experience in strategic and consultancy driven Business Development/Sales and Account Management
- Previous experience as an intelligence, information and/or data consultancy provider.
- Experience working with and presenting to C level executives
- Previous management experience will be an advantage to manage the territory in an entrepreneurial way
- Besides English to a native level, it would be imperative for the candidate to be business fluent in French and ideally a third European Language

Key responsibilities include:

- Selling wealthmonitor to new clients on a consistent monthly basis by meeting with new prospects and conducting trials to deliver the value proposition
- Managing an existing client base whilst ensuring these clients renew and expand their subscriptions
- Develop and cultivate relationships at the highest levels within client base and prospects
- To identify and deliver increased revenues combined with excellent service levels
- High level of strategic support to the management by identifying and developing new vertical and horizontal growth opportunities
- International travel to territory (min 20% travel required)

To apply please enclose a brief cover letter and CV to florian.pixner@wealthmonitor.com quoting reference 'AM Europe WM'

The Mergermarket Group is fully committed to a policy of non-discrimination and to promoting equality of opportunity in employment on grounds of merit, experience, skills and aptitude in order to maximise the full potential of both existing and prospective employees.

