

Job Description:
Business Development Director
(Financial Services), London
Permanent role, competitive salary & OTE/City of London

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About Datactics

Datactics is a rapidly growing software company based in Belfast that provides an industry-leading platform for data quality and matching. In the last six months we have been awarded “Best Data Quality Platform” by A-Team and came 17th in the Deloitte Technology Growth Fast Fifty. We already have a number of international Tier1 banks, wealth managers and insurance companies as customers in London, Amsterdam and New York. We aim to win many more via direct sales and partnerships. As part of a major growth plan for the business, Datactics is expanding its team in London this Spring and we need a Head of Business Development to lead it. This is a crucial role at a very strategic time for our business and we look forward to talking with you if you have ambition, skills and personality to do the job!

About the Team

Datactics’ technology centre is in Belfast, although the majority of our clients are outside of Northern Ireland. From this location our team of software developers and data engineers support product development and client installations. We have an excellent relationship with our customers and were recognised by leading industry analyst The Information Difference as having “the happiest clients” in 2020. Our Belfast team has doubled in size over the last year as we’ve scaled up in technology, marketing and sales. The new Head of Business Development will work closely with colleagues in all disciplines based in Belfast.

What does Datactics do and who do we sell to?

Datactics is a crucial part of the data governance and operations process for clients who have large amounts of often messy data that they need to profile, measure, clean and match. Our software platform is data agnostic and can handle very large volumes of information relating to customers, counterparties, transactions or accounting data.

Typical buyers of Datactics are Chief Data Officers, Heads of KYC/AML and Heads of Regulatory Reporting.

The Datactics Self-Service Data Quality (SSDQ) solution allows an organisation to measure and identify broken data and return it to its owner for fixing. SSDQ typically runs in tandem with data governance tools for meta-data management and data lineage.

Datactics’ Match Engine augments SSDQ and allows an organisation to fuzzy match and de-duplicate data for business uses such as entity resolution and single customer view.

As you’d expect, we are proud of our technology and we continue to add capability including the transparent use of machine learning. In 2020 Bloor awarded Datactics its ‘Platinum Mutable Award for Innovation’ which is just one of many ways to differentiate our solutions in the market.

What's the job?

- Grow Datactics' revenue by winning new customer sales and upselling to existing customers. You will own a sales target and be compensated in relation to this
- Manage the full life cycle of a complex solution sale directly with customers and side-by-side with partners
- Lead commercial and contractual negotiations
- Build a strong pipeline of opportunities arising directly from your personal network and through the development of relationships with senior stakeholders in the financial sector
- Develop and close opportunities from marketing qualified leads and those introduced by partners & personal referrals
- Create monthly revenue forecasts suitable for board level analysis and report on KPIs associated with the sales pipeline
- Liaise closely with our marketing team to specify our HubSpot lead generation campaigns and support junior business development staff as they perform market research
- Work collaboratively with Datactics' pre-sales and software development staff to plan and deliver compelling customer demos and use case material
- Learn and improve knowledge relating to the customer's business domain while using this in a consultative selling approach to resolve real business needs
- To be the face of Datactics in financial services in London and promote the company regularly via media various channels and events

Your experience and qualifications

Essential criteria – demonstrable experience in **all** of the following:

- At least 5 years' experience of selling enterprise software solutions into the Financial and Investment Banking sectors.
- Target driven with a proven track record in sales.
- Ability to develop trusted relationships with senior and C-suite executives to enable long-term partnerships and account development.
- Expert in business development processes and contractual negotiations, including the production of winning RFI / RFP responses and commercial proposals.
- Extensive knowledge of Data Management solutions (in particular, Data Governance, Data Lineage, Master Data Mgmt, Data Quality) and their positioning in highly complex business and regulatory environments.
- Strong networking skills and proven ability to build brand awareness.

Desirable criteria:

- Experience of selling Data Quality software products and services within financial services.

Working at Datactics

Our employee benefits package includes private health insurance, training allowances and much more besides. But more than this, we place huge importance on cohesion between all areas of the company so that we can work quickly, efficiently and deliver the best possible experience for our clients and staff. Everyone you work with has grown with the company in the same way, so will be on hand to help! We pride ourselves on being inclusive and diverse, as we believe these are two of the biggest contributors behind our talented team of 50. In fact, we have 11 different nationalities and 35% of female team members, which has led to our being awarded the Waters Technology 'Best Company for Diversity and Inclusion' in 2020.

Remuneration & Benefits

- 24 days' holiday + Bank Holidays
- Competitive salary, experience-dependent
- Private healthcare scheme
- Pension plan
- Cycle to work scheme with generous allowance
- 12 days' training time per year – role relevant or new skill? Up to you!
- CSR volunteering programme

How to Apply

Please complete an application form, available via <https://www.datactics.com/about-us/careers/>