

Business Development Manager, Tech

ASX Position Description

ASX “All Roles Flexible”		
ASX offers mutually beneficial flexible working arrangements. We recognise that employees need to balance work and personal lives.		
ASX Opportunity Snapshot		What’s On Offer
Role:	Business Development Manager, Tech	For curious and persistent sales professional, this is a rare and unique opportunity to join the front line of ASX’s Tech & Data business unit, representing almost a quarter of ASX annual revenue.
Reports to:	GM, Head of Sales	
People Management:	N/A	This is the chance to become a key member of one of ASX Groups four vertical lines of business. You will be responsible for managing a set of defined customer relationships, with a specific focus on driving value for end clients, whilst retaining and growing revenue streams.
Budget:	N/A	
Team:	Tech & Data	
Date:	September 2021	
Location:	Sydney, NSW	
Flexible Role:	Sydney, NSW	You will gain experience qualifying, negotiating and selling solutions from the Tech & Data portfolio, giving you exposure to some of the industry’s leading managed infrastructure & financial data assets, including the Australian Liquidity Centre, ASX Net, DLT Solutions & DataSphere.
		Receive the opportunity to work with one of the world’s largest and respected financial markets organisations, expanding your own contact network and experience.
		You will be surrounded and supported by a close-knit experienced team, who will assist and guide you to be successful.

What you’ll do:

You will be curious and persistent by nature, with a passion for ensuring the customer, ASX and yourself, are able to celebrate successes together due to your ambitious & creative thinking.

In this position, you will be a highly motivated and a commercially astute professional who has the ability to work with customers to understand their business objectives, and propose ASX Tech & Data solutions to address these, whilst delivering an exceptional experience.

ASX's Tech & Data portfolio consists of world-class IT infrastructure platforms and data assets, which is an essential component underpinning the local financial markets community. Gain experience and an understanding of:

- ASX's Information Services data assets provide unrivalled insight into the Australian Equities & Futures markets.
- DataSphere launched in 2020, provides access to a state-of-the-art data analytics platform, populated with new ASX and third party data sets.
- ASX has embarked on an exciting initiative to replace CHESS with Distributed Ledger Technology (DLT). This role will directly contribute to the success of ASX's newest business - DLT Solutions
- Underpinning how organisations access ASX platforms and each other is ASX's suite of connectivity services - ASX Net and the Australian Liquidity Centre (ALC). These highly resilient and secure connectivity solutions create a unique fabric, which seamlessly weaves together the Australian financial markets.

What you've done:

- Existing experience directly selling or indirectly as part of a sales team, communicating technical attributes to drive customer value
- Exposure to some of ASX's business lines including the technology and data associated with Equities & Futures markets
- Worked with and influenced stakeholders from other internal teams to achieve desired customer and sales team outcomes
- Successfully been able to articulate business benefits to technical solutions in both face to face and written formats
- Knowledge & experience interacting with technical and line of business contacts within financial institutions and corporate enterprises, domestically and or internationally
- Carried and exceeded an individual sales target or been a direct contributor to a sales team target
- Participated in sales campaigns as the customer lead or in support of the customer lead, e.g. pre sales, solutions engineer, sales engineer
- Demonstrated the ability to prioritise and manage expectations of customers and internal stakeholders alike
- Successfully presented propositions small and large groups of customers, including public speaking

And if you've got some of this, even better:

- Training in sales Qualification, Negotiation & Closing experience – E.g. TAS, SPIN, KAM, Miller Heiman
- Sales experience with financial market technology solutions: infrastructure, connectivity, SaaS, cloud etc
- Support or implementation experience of trading systems, e.g. ISV, OMS, EMS etc
- Contract management experience
- Relationship management experience
- Practical Salesforce experience as a CRM and sales campaign tool

What you need to enjoy and be good at for this role:

- An unrelenting desire to work with customers and unearth what their challenges & drivers are
- Passionate about sales engagements with the resiliency to handle the highs & lows
- Rock solid commitment to ensure ASX delivers the right service first time
- Ability to communicate effortlessly with internal and external stakeholders
- Motivate yourself to always push the extra yard and explore all the options every time

ASX provides a broad range of benefits for our employees including generous leave entitlements, leisure and lifestyle benefits, employee education assistance and more: <https://www.asx.com.au/about/benefits.htm>