



Job Description

This form summarises the purpose of the job and lists its key tasks. It is not a definitive list of all the tasks to be undertaken as those can be varied from time to time at the discretion of RESAVER, in consultation with the postholder.

Job Title: Business Development Executive for RESAVER Pension Fund

Accountable to: Business Development Manager

Context

RESAVER Pension Fund is a dynamic, cross-border pension solution designed for research organisations and their employees. We play a crucial role in strengthening the European Research Area by ensuring the research talent retains membership in the same pension vehicle when moving between countries and/or when changing jobs. Sponsored by the European Commission, RESAVER is rapidly growing and expanding its client base across key European markets, including Belgium, Netherlands, France, Spain, Italy, Cyprus, Austria, Hungary and Czech Republic. As a Business Development Executive, you will play a pivotal role in driving this growth and achieving our ambitious objectives.

Job Summary

The Business Development Executive is responsible for managing direct and indirect customers, including local partnerships across various European markets. This role involves developing and maintaining commercial relationships, driving sales growth and achieving business targets. You will work directly with potential customers as well as with partners ensuring effective representation and sales of our products and providing necessary support and resources.

Benefits

- This role is an excellent opportunity for a motivated individual to contribute to the growth and success of the RESAVER Pension Fund, ensuring a sustainable and effective pension solution for researchers across Europe.
- We offer an entrepreneurial, supportive and collaborative working environment.
- We offer flexibility on full or part time working.
- Competitive salary and benefits package.

Duties and Responsibilities

Management of Direct and Indirect Customers

- In coordination with the Business Development Manager, develop and maintain strong commercial relationships with direct customers and partners.
- Coordinate and manage sales activities across assigned European markets to achieve sales targets.
- Implement a structured customer visit discipline to ensure regular engagement and support to ensure high levels of customer satisfaction.
- Provide ongoing coaching, training and tools to partners to ensure they effectively promote and prescribe their members or clients to join RESAVER Pension Fund.

Sales Execution

- Execute commercial actions according to the sales strategy to expand the customer base and increase market penetration.
- Follow up on contacts and leads and get feedback to improve RESAVER market fit and increase conversion.
- Conduct market research actions to identify selling possibilities and evaluate customer needs actively.

Collaboration and Partnership

- Collaborate with other departments like the Pension Fund Manager and other external partners to ensure a seamless customer experience.
- Work together with the Business Development Manager on establishing and nurturing an external network of partnerships with key stakeholders to enhance sales opportunities.
- Work closely with local marketing experts to develop effective sales campaigns and materials.
- Work closely with local experts (e.g. legal) to overcome local barriers to the adoption of the pension fund.

Representation

- Together with the Business Development Manager represent RESAVER at industry-leading conferences and network organizations to build and maintain a strong professional network.
- Act as an ambassador for RESAVER, promoting our services and values to a broader audience.

Equity, Diversity, and Inclusion (EDI)

- Commitment to building a diverse, equitable, and inclusive workplace.

Ethics

- Responsibility to comply with legislative and professional requirements.

Person Specification

Knowledge and Experience

Required:

- Bachelor's or master's degree or equivalent professional experience.
- Proven experience in sales management and business development.
- Excellent numeracy and analytical skills with the ability to interpret sales data and develop actionable insights.
- Good command of written and spoken English and German.

Preferred:

- Experience in sales in the financial services, insurance or pension fund industry.
- Experience selling products in the world of financial wellbeing for employees.
- Experience working with Research Performing Organizations (e.g. Universities, Research Centers).
- Understanding of the operating landscape of higher education institutes and research organisations in Europe.
- Knowledge of other EU languages is an advantage.

Communication

- Excellent verbal and written communication skills.
- Ability to effectively present information and negotiate with partners.
- Strong interpersonal skills with the ability to build and maintain relationships.

Teamwork and Motivation

- Ability to work independently and remotely while being a proactive team player.

Service Delivery

- Customer-focused approach to service delivery with an understanding of different user needs.
- Experience in enhancing service efficiency and delivering information promptly and accurately.

Initiative and Problem Solving

- Hands-on and pragmatic mindset with the ability to take initiative and resolve problems effectively.
- Ability to recommend and implement improvements to systems and procedures.

Liaison and Networking

- Ability to develop strong working relationships with internal and external contacts.
- Experience in working with a range of people at different levels of seniority.

Planning and Organisation

- Ability to prioritise workload and manage multiple tasks effectively.
- Proven financial management skills and experience in contract & budget management.
- High attention to detail and delivery on agreed outcomes.

Analysis and Research

- Evidence of gathering information to provide authoritative advice.
- Ability to integrate and apply professional knowledge and research to solve problems.

Flexibility

- A degree of flexibility is required to meet service demands.
- Travelling frequently (several times per month) within Europe is required for this role.