

Business Development Manager, Isle of Man based

The International Stock Exchange Group (TISEG) is seeking to recruit a Business Development Manager to be at the forefront in promoting the concept of the Exchange predominately in the UK as part of its growth strategy. In anticipation of further growth and future planned expansion, this is an exciting opportunity for a driven and motivated individual to join a firm with local Isle of Man presence and truly international ambitions.

Based in the Isle of Man and reporting to the Head of our IOM Office, with frequent travel to the UK and potentially elsewhere, the duties and responsibilities of this role focus upon raising the profile of the exchange and its proposition to relevant audiences ranging from professional advisors, industry bodies and directly to companies themselves with engagement at senior management and executive level. The successful job holder will be required to help formulate and implement sales strategies with defined targets and deliver to those targets, whilst working collaboratively with the TISE team across different locations.

The key competencies for this role include being a motivated self-starter who has an ability to work independently, an individual with a wide network of contacts across the industry or demonstrates the drive and skills to grow their network and a strong and confident communicator, with the ability to present to various sized audiences. Previous experience and qualifications in accountancy, investment or TCSP would be beneficial, although not essential, and we are willing to consider part-time working hours for this role.

This exciting role can provide career and development opportunities in a growing organisation. If you are interested in this role and would like to see a full copy of the job description please email Laura Cornelius at laura.cornelius@tisegroup.com.