

Job description

Senior Business Development Manager (Dublin)

The International Stock Exchange Group (TISEG) is seeking to recruit a Senior Business Development Manager (Dublin) where the job holder's primary focus is maintaining and raising awareness of TISE in Dublin, both among current and potential clients and their advisers, in order to attract more debt capital markets business to the Exchange.

The jobholder will have a number of duties and responsibilities, including but not limited to raising the awareness and profile of TISE among Dublin-based businesses, building and maintaining strong relationships with the Dublin professional services community and enabling TISE to gain market share in comparison to competitor exchanges, primarily in respect of listed debt securities.

The key competencies for this role include a wide and deep network of debt capital markets contacts in Dublin. It is also expected that the job holder will be a strong and confident communicator who is able to lead meetings, host events, deliver presentations and participate in panel discussions on behalf of TISE. There is also a requirement for flexibility in working remotely and travelling to carry out the business development activity, some of which may take place outside normal working hours.

Following continued growth in recent years, this newly created position is an exciting opportunity to play a leading role in expanding the footprint and stimulating further growth for a company with truly international ambitions.

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.