

BUSINESS DEVELOPMENT MANAGER

Department/group	Business Development
Office	London - Spitalfields
Reporting to	Chief Commercial Officer
Role Type	Permanent

About aosphere

Based in the City of London, aosphere is the market-leading provider of online global legal analysis and regulatory monitoring for complex situations - enabling its customers to instantly access detailed, premium legal information across multiple jurisdictions.

aosphere's products are used by over 1,200 organisations worldwide, including most of the world's leading banks and largest asset managers, together with a rapidly expanding corporate customer base. Its flagship products include the Rulefinder product range, currently focused on data privacy, shareholding disclosure, cross-border marketing restrictions and crypto asset regulation, and a suite of derivatives-based services.

aosphere is at the forefront of legal innovation and has featured 13 times in the prestigious Financial Times Innovative Lawyers report.

aosphere was founded more than 20 years ago as part of Magic Circle law firm Allen & Overy, but in 2023 was the subject of a carve-out transaction with ownership now shared between Allen & Overy and technology investors Inflexion and Endicott, the latter based in the US. Coming out of the carve-out, aosphere has ambitious growth and investment plans, including international expansion and investment in product/AI as well as building out its sales and marketing capability to match the size of the opportunity.

aosphere is run by a growing team of c. 50 people, including a substantial team of deep legal experts, working in a friendly, engaged and mutually supportive culture. aosphere has been a pioneer in the use of flexible working arrangements and has successfully operated both hybrid and flexible working patterns for 20+ years. Everyone in the team works on a hybrid basis, with some also working part-time to optimise work-life balance. The team is based in London, currently inside the A&O Shearman building at One Bishopsgate but will soon be moving to a new and larger office near Liverpool Street Station.

Role purpose

In order to accelerate global revenues and build our sales talent pipeline, aosphere is seeking a full time Business Development Executives to fit within its existing global sales team. The role will span our range of financial regulation products will involve contact with senior legal and compliance influencers and decision makers in within financial institutions including banks, private funds and asset managers.

The successful candidate will have demonstrable aptitude in engaging with prospects on complex legal services, managing the process to convert interest into demonstration/ free trials and subsequent conversion. This could be demonstrated either through significant relevant sales experience or through

some sales experience combined with other relevant background or experience – there is more than one road to success at aosphere.

What is non-negotiable is a customer focused attitude, attention to detail (including updating of Salesforce), a friendly and collaborative approach and the ability to engage credibly at senior level. While the role would require a level of understanding of the underlying products, product demonstrations, particularly initially, would be done in partnership with relevant subject matter experts from aosphere's team of lawyers – also requiring the ability to orchestrate and work with deep technical experts

Key relationships

- The candidate will engage with and sell to senior contacts in legal and compliance functions. aosphere serves a range of customers of different sizes, with different procurement processes, requiring an adaptable and flexible approach
- You will work closely with the wider aosphere commercial team, including peer business development, account management, marketing and revenue operations professionals.
- You will work closely with the relevant aosphere lawyer product teams across our FinReg offerings including marketing restrictions, shareholding disclosure and crypto.

Job description

Role and responsibilities include:

- Managing incoming leads through our sales pipeline including arranging for demonstrations and free trials; converting into subscription sales
- Leading client meetings and demonstrating products, in partnership with relevant lawyer Product Subject Matter Experts
- Representing aosphere at industry conferences
- Handling commercial negotiations with customers on fees and engagement terms in partnership with in-house legal
- Following agreed process, including updating our Salesforce CRM platform
- Suggesting improvements to product, sales process, and marketing collateral

Key requirements

- Business development experience in a professional services environment with proven aptitude for sales
- Experience in a sales role in a publishing, data or information-based business selling to financial institutions and understand selling subscription services would be ideal
- Aptitude for quickly acquiring a rigorous understanding of the various technical areas covered by the aosphere products
- Ability to quickly make a credible impact with customers, both via email and during meetings, including both painting the big picture and attention to detail
- Ability to partner with our subject matter experts and deliver powerful joint demonstrations
- Ambition for personal and professional growth
- Positive and collaborative approach
- The passion and commitment to grow the business and deliver to the highest standards for our customers
- Practical, pragmatic and can-do attitude



- Excellent organisational and prioritising skills including a willingness to undertake a range of varied tasks with a can-do attitude

Company values

aosphere company values are important to us. We hire all of our employees with a focus on our people-centric values: Supportive, Friendly, Trust, Flexibility, No Big Egos.

Join us

Please send your CV/resume in confidence to recruitment@aosphere.com

aosphere.com