

## Business Development Officer – Working abroad

### The Role:

We are looking for a driven, goal-oriented and energetic professional to help us continue our steady expansion. As Business Development Officer, you will identify business growth opportunities and develop strategies to contribute to the financial growth of the company. This is a great opportunity to work with a highly motivated team in a competitive and challenging environment and take your career to the next level!

### The main responsibilities of the position include:

- Contribute to the implementation of the company's market penetration and expansion strategy
- Keep abreast of the latest developments, products, marketing updates and relevant terms and conditions while positively communicating them to the target group
- Keep up-to-date with the market competition and industry related news
- Ensure that a high level of service is provided and client enquiries are dealt with attentively
- Undertake qualitative analysis on statistics to draw useful conclusions for the development of the business
- Perform market data analysis and reporting
- Provide suggestions on system enhancements
- Ensure compliance with the company's legal guidelines and compliance procedures
- Always act in the best interest of the company and co-operate with the rest of the team to contribute efficiently towards growth and development of the business
- Contribute to team effort by reaching targets and cooperate effectively with other departments as necessary
- Supervise, monitor and coach the local team
- Spend significant time travelling abroad (up to 10 months per year)

### Main requirements:

- Degree in any business-related field
- At least 1 year of experience in a similar position
- Experience within the financial services industry will be considered an advantage
- Fluent English speaker. Very good knowledge of Italian and/or French and/or Spanish will be considered an advantage.
- Dynamic, innovative, and target-oriented
- Outstanding communication and interpersonal skills
- Reliable, with integrity of character and strong business acumen
- Very good people management skills



- Very good computer literacy

**Benefit from:**

- Attractive remuneration package plus performance related reward
- Travel allowance
- Private health insurance
- Food allowance
- Intellectually stimulating work environment
- Continuous personal development and international training opportunities

Type of employment: Full time

Location: Remote

Please visit our website [www.xm.com/careers](http://www.xm.com/careers) to submit your online application for this position.

**All applications will be treated with strict confidentiality!**