

Employment Opportunity

Position: Business Development Associate

Spoken Language: English, Scandinavian language

Location: Stockholm

About Invoke

Invoke develops specialized software for managing financial, tax and regulatory information. With offices in London, Paris, Luxembourg, Stockholm and Lisbon, Invoke is the trusted regulatory technology partner to supervisory bodies worldwide, as well as to firms in the financial services sector who fall under the scope of complex regulatory imperatives. Invoke reporting solutions have already been successfully implemented in 34 countries with over 1800 clients.

To support our continued growth and expansion into international markets and following significant early success in the Nordics market, Invoke is now looking to hire a **Business Development Associate** based in Stockholm.

Role and responsibilities

**As a Business Development Associate, you will actively participate in the development of our client portfolio in the Nordic and Baltic countries** (namely in Denmark, Norway, Sweden, Finland, Estonia, Latvia and Lithuania).

We are looking for a self-driven individual with strong business acumen, who is willing to take on a new challenge. The ideal candidate will be result-oriented, a fast learner, and excited about the prospect of working in a start-up environment.

This is a full time contract.

Main responsibilities consist in helping build Invoke’s position in the Nordic and Baltic countries and include:

* Create and prioritize strategic target account lists
* Identify prospects in the Banking and Insurance sectors
* Initiate contact with new prospects (industry events, social media and networking platforms)
* Schedule meetings with targeted prospects via telephone/ e-mail
* Prepare and deliver pre-sales support material
* Build, maintain and grow strong relationships with potential clients through off-site visits
* Manage existing accounts (client satisfaction: needs, requests, conflict resolution)
* Draft and submit business proposals (subject to approval by senior management)
* Assist with the legal process (from prospecting to closing)
* Manage and execute the complete sales cycle (in due course)

Qualifications

**Required:**

* Fluency in a Scandinavian language is mandatory.
* English fluency (C1 or above)
* French would be a plus
* Post graduate degree in Business or Engineering
* Resilient, entrepreneurial spirit, reliable, autonomous
* Good knowledge of MS Office
* Excellent presentation and interpersonal skills
* Excellent communications skills (oral and written)
* Ability to prospect at a C-level

**Desired:**

* Previous experience working as a consultant or business developer in the IT sector
* Previous experience working as a consultant or business developer in the field of financial/regulatory reporting
* Good command of French or of a Baltic language

To apply

This position is based at our office in Stockholm.

Frequent travel will be required across the Nordics and Baltics.

To apply to this position, please email your resume and cover letter to:

Grégoire DEMONT, Invoke Sweden - gdemont@invoke.fr