

Confinale is one of the leading Avaloq service providers for tax, compliance, wealth management, regulatory reporting and the credit business with over 120 employees in Switzerland, Germany and the UK. For our office in Zurich we are looking for a

## Business Development Manager (all genders)

80 - 100 %, immediately or according to agreement

Are you experienced in supporting and developing sustainable customer relationships? At Confinale you will get the opportunity to prove your skills and to progress in your career in various areas.

### WHAT YOU CAN MOVE WITH US

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- \_ You acquire new customers and pave the way for our product team by organising product demos with potential customers
- \_ You support the product team with product demos and the subsequent sales process
- \_ You collaborate with cross-functional teams such as product management and product owner
- \_ You support existing customers within your area of responsibility
- \_ You develop and implement the strategy for expanding the sales funnel

### WITH THIS YOU SUCCEED

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- \_ You have an economical or technical degree followed by 5 years of sales experience, preferably in the banking sector
- \_ You have a proven track record in software sales and an existing network in the financial industry
- \_ You can demonstrate success in acquiring new customers
- \_ You are fluent in German, French and English
- \_ Your negotiation skills and strong consulting qualities distinguish you
- \_ You are used to keeping track on forecasts, sales figures and sales

### WHAT WE OFFER

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- \_ With us you will find flat hierarchies and an innovative environment
- \_ Interesting career opportunities, e.g. team leadership
- \_ Team spirit is at the heart of everything we do: You will work with like-minded people in an innovative and collaborative environment
- \_ You have home office options for an optimal work-life balance
- \_ You can expect an attractive and performance-oriented salary
- \_ Summer and winter events, spontaneous barbecue evenings or get togethers after work - we live team spirit outside of work as well

### DID WE SPARK YOUR INTEREST?

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We're looking forward to your complete application to [career@confinale.ch](mailto:career@confinale.ch)

Maria Wildi, Head of Human Resources,  
[www.confinale.com](http://www.confinale.com)

Your talent is our strength