

# Turkey Jobs Expertini®

## Sales and Business Development Manager

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Company: Zurich Equity Group

Location: Turkey

Category: other-general

Zurich Equity Group is a prestigious financial services provider, dedicated to excellence, integrity, and personalized client solutions. We specialize in transforming the ambitious goals of worldwide clients into reality. Our team, comprising top financial experts, offers a unique blend of in-house knowledge and collaboration with external talent. Committed to social responsibility and independence, we provide tailored financial, investment, and estate planning services, ensuring the best outcomes for our clients' diverse needs.

### Benefits:

Competitive Base Salary: Varies based on region.

Commissions: Attractive commission structure on deals and client acquisitions.

Performance-Based Bonuses: Generous bonuses for meeting and exceeding targets.

Flexible Working Hours: Freedom to work at your own time, allowing for a balanced lifestyle.

Career Growth Opportunities: Potential for growth within the company based on performance.

Supportive Work Environment: Access to resources and support to achieve your goals.

### The Role

## **Position Description:**

We are seeking a dynamic Senior Sales Representative/Business Development Manager to lead our growing Stock Lending division. This role involves attracting high-value clients for stock loans, building and managing a team of commission-based referral agents, and spearheading marketing initiatives to promote our securities-backed loans. The ideal candidate will be results-driven, with a flexible approach to working hours, and a focus on achieving tangible outcomes in a fast-paced environment.

## **You will be responsible for :**

Acquiring and managing relationships with a portfolio of high net worth individuals (HNWIs). Proactively identify and attract new clients for securities-backed loans.

Team Management: Build and manage a team of referral agents who work on a commission basis to bring in deals.

Conducting regular business travel to meet existing clients as well as to prospect new business.

Marketing Strategy: Develop and implement marketing strategies to promote the securities-backed loans segment.

Acquiring and managing relationships with corporate and institutional clients in your area of focus to achieve sales targets and business objectives. Establish and maintain relationships with potential clients and partners.

Developing strong internal relationships to optimise service delivery and ensure all practices are in line with internal guidelines and statutory requirements.

Acting as the primary point of contact and delivering excellent service standards and advice to clients for their enquiries, complaints, and other service-related issues.

Monthly Reporting: Prepare and submit detailed monthly reports on progress, sales achievements, and expenses.

Feedback and Improvement: Regularly solicit feedback from clients and team members to continuously improve the service and processes.

## Ideal Profile

You have at least 4 years experience including solid experience in a similar role within Financial Services.

You are a strong networker & relationship builder

You are highly goal driven and work well in fast paced environments

You are a strong mentor and coach who can build high performing teams

## What's on Offer?

Attractive Salary (Varies based on region) & Benefits

Work alongside & learn from best in class talent

Flexible Working Hours: Freedom to work at your own time, allowing for a balanced lifestyle

Performance-Based Bonuses: Generous bonuses for meeting and exceeding targets

Commissions: Attractive commission structure on deals and client acquisitions.

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