

Role: Business Development Manager and Product Owner

Location: Vaud, Switzerland

Published: 03.09.2015

About “Mouseclick Technologies SARL”

“Mouseclick Technologies SARL” is an independent software vendor in cross-discipline software development located in Switzerland.

We are seeking a Business Development Manager to focus on the emerging “Enterprise Data Management” solutions range for Financial clients.

What we’re looking for in our Business Development Manager:

The Business Development Manager will play a critical role in developing revenue growth and managing successful engagements with companies subscribing to our products and services in Switzerland and adjacent regions, covering France and Germany. This is an integral part of the team managing the full software delivery cycle, including sales, business analysis, and project management for selected clients. The goal of this role is essential for driving growth and new products, providing account oversight and engaging with internal and external clients at all levels.

The Business Development Manager will:

- Work with the General Manager to secure new accounts and craft strategic solutions for clients’ needs, with the goal of growing the company business to > CHF 2m in the next 3 years.
- Effectively oversee the day to day activities for a portfolio of clients and build client relationships with Geneva-area companies.
- Act as a product owner on the selected portfolio of products, and effectively oversee the engagement and efficiency of the near-shore development teams in Russia
- Personally drive day to day evolution of the in-sourcing and out-sourcing to provide the required capacity and ensure tight cost commitments. He/She will work hand in hand with the company management, product and sales specialists, Development Teams, Designers, and Data Management team, assuming ownership of new and existing products, building new accounts and expanding existing relationships and engagements.
- Generate and attend client meetings, and originate leads with new and existing clients.
- Successfully market “Mouseclick Technologies SARL” for specific client engagements and successfully manage company resources on existing engagements to ensure client satisfaction, manage challenging client situations and resolve issues.
- Work with established Recruitment channels to support the pipeline and development of the company.
- Capture and help to implement best practices across client development and engagement management activities.

Our ideal candidate:

- A minimum of 5 years experience of business development in a complex Financial services environment, preferably in Banking or Exchange environment; this includes a proven track record of service management across several functional teams;
- Knowledge of consultative solution selling;
- Ability to focus on client’s needs and consistently raises the bar on service excellence;
- In-depth knowledge of financial markets and market data;
- Handling high value customer relationships, including pitching for work and closing business;
- Project management experience and meticulous attention to detail skills, including an ability to juggle multiple matters effectively and prioritize successfully;

- Developed time management, decision-making and problem solving skills;
- Thrives in both individual and team environments;
- Expert high-impact communication and presentation skills;
- Strong leadership skills, with the ability to coach and mentor others;
- Good working knowledge of Microsoft Office suite;
- Organizational fit for the “Mouseclick Technology SARL” company culture, that is, exhibit the core values of being Inspired, Intuitive, Insightful, & Irrepressible;
- Legally eligible to work in the country in which the position is located.
- Fluency in English, and/or French & German language.
- University degree required, MBA preferred
- Experience of marketing based on Open Source would be an advantage

Required Qualifications and Certifications

- Fluency in one of the business languages used in the company: EN, FR, DE
- Native level of proficiency in Russian Language (RU)
- Higher education in Financial Business, or equivalent
- Degree in Business Administration (MBA), or equivalent

If you are the right candidate

- Please send your motivation letter with your complete CV, in English or French, to info@mouseclicktechnologies.com with subject line: “Mouseclick BDM candidate”.