



JOB TITLE **Business Development Manager – Munster Region**

COMPANY **Independent Trustee Company Ltd**

Independent Trustee Company is an Irish owned company, established in 1994. We employ over 85 staff, and our focus is to deliver flexible and transparent pension plans for our clients.

Over the last 2 decades, our clients have allowed us to become one of the largest providers of self-administered pension structures in Ireland. We administer in excess of **€2.5 billion** in client funds through over **6,000** pension structures. Our clients are self-employed individuals, professionals, company directors, corporate clients and financial advisors.

We pride ourselves on our high-quality service and ensure our staff have the skills and expertise to provide a highly efficient and professional service to our clients and advisors.

We are approved by the Revenue Commissioners and the Pensions Authority as Pensioner Trustee and are regulated by the Central Bank of Ireland. We are also approved Trustee Trainers by the Pensions Authority. We are one of the founding members of the Association of Pension Trustees of Ireland.

JOB DESCRIPTION

The Business Development Manager will be responsible for the business development activities of ITC Group through a chosen panel of intermediaries. This will typically involve exploiting new business opportunities by building deep relationships with intermediaries and additionally with a small number of corporates that have a national profile, have a presence in the Munster region, and have the ability to distribute ITC Group products. The delivery of agreed medium to long term new business income and service targets as well as attaining an appropriate business mix in a compliant and professional manner will be most important. The key to this will mainly be to implement a successful strategy for winning and retaining intermediaries.

The ITC Group have made the decision to work remotely on a permanent basis. Therefore, this role is exclusively a remote working opportunity, although will be required to travel for meetings/conferences etc.

Applications can be submitted to careers@itcgroup.ie

SALARY

€55,000 - €65,000 dependent on experience



OVERVIEW

The successful candidate will be involved in the development of ITC Group's proposition to the advisory market. This will include the development of the sales process to their panel that will ultimately result in the establishment and strengthening of key corporate/intermediary relationships, all support activities to enable the client to complete ITC Group business and if necessary, the development of relevant staff.

Initially, the Business Development Manager will be responsible for a defined panel of advisers. This role will entail achieving a minimum agreed level of new business activity which will be clearly outlined in advance of commencement. The successful candidate will mainly be focused on ITC self-administered products but will also be expected to sell the complete suite of ITC Group products where required.

The successful individual will be able to demonstrate their ability to build relationships at all levels within the intermediary sector. They will be able to articulate the ITC Group proposition to the intermediary (and corporate sector where appropriate) in a way that differentiates ITC Group within the marketplace. Key will be the successful candidate's ability to understand the dynamics of relationship management.

The Business Development Manager will typically work as part of a service team working closely with different Customer Services teams, New Business team, Legal team, Marketing team, and the Head of Business Development on a daily basis.

KEY RESPONSIBILITIES

- Grow and enhance existing intermediary relationships.
- Develop new intermediary relationships.
- Introduce a pre-agreed quantum of new funds and new income from new schemes in addition to the existing schemes in the area.
- Achieve product sales targets for new products as they come on stream. e.g. investment platform, Master Trust etc.
- Provide a high level of technical knowledge and support to the intermediary panel to help in the sales and marketing of schemes.
- Engage in formal presentations to intermediaries and their distribution teams to educate on the benefits and features of ITC products. The aim is to raise their skill level to enable them to complete business with end user clients.
- Engage in marketing initiatives, e.g., seminars, mail shots, articles and webinars.
- Work closely with the administration teams to manage and ensure the highest level of service is delivered to clients and intermediaries at all times. Ensure to use internal systems and follow all policies and procedures.
- Ensure that the Company's business proposition and brand integrity are maintained at all times.
- Provide pre-agreed management information when required.
- Partake in the Progress & Development structure in ITC.
- Undertake sufficient Continuous Professional Development (CPD) hours to maintain/attain relevant qualifications as required.
- Demonstrate knowledge and awareness of the Company's compliance requirements at all times.
- Learn and adhere to the Service Standards of the Company, especially the core processes, philosophy and beliefs.

QUALIFICATIONS / EXPERIENCE REQUIRED

- A minimum of three years' experience in a Pensions environment, preferably in front line business development.
- QFA qualification, additional qualifications are beneficial.
- A relevant business, financial services or accountancy qualification is also beneficial.
- Experience of building business through intermediaries.
- Must be proficient in Microsoft applications.
- Full driving licence and own transport required.