

Head of Business Development

Location: Whiteley

An excellent opportunity has arisen for a professional and senior level Head of Business Development to work in partnership with the Senior Leadership Team at Eight Wealth Management Ltd who are Principal Partners of St. James's Place Wealth Management Plc.

You will be responsible for the training, development and management of 23 Wealth Management Consultants within this extremely successful Practice and whose overarching objective is to develop and expand the existing team within the parameters of a very ambitious business plan.

St. James's Place Wealth Management plc (SJP) is a leading, and highly regarded, FTSE 100 UK Wealth Management company which distributes a range of Investment and Retirement products and financial solutions to a High Net Worth client base. Eight Wealth Management Ltd was the first partnership within SJP to hit in excess of £1.1bn of FUM which we are extremely proud of.

The Role – Head of Business Development

The main purpose of this vital role is to take the lead and maintain the ongoing relationship between EWM and our Wealth Management Consultants, being the main 'go to' point for our consultants to discuss technical and complex cases, offering your experience and expertise to help lead the way forward. To lead, motivate, coach and develop all consultants to help them be as successful as possible to drive the business forward.

- To identify and develop training and ongoing mentoring to all our Wealth Management Consultants
- To coordinate training sessions as a group encompassing sales/technical/referral opportunities
- To be the main interface between our marketing team and consultants for event planning and developing new marketing initiatives.
- Develop innovative solutions for our Advisors needs and being the main communication point between our Advisors and SJP when dealing with complex cases that need a 'push' through the system.
- Manage 121 process with every consultant including KPI setting and performance review.
- Support the CEO and Directors with business development to build the business into the future.
- Lead the team to provide exceptional servicing of our clients – having the clients at the heart of every decision.
- Identify and evaluate opportunities to improve strategy and to increase our client base.

The Person – Head of Business Development

To perform this role to its full potential you must be fully DipPFS qualified or very nearly there – ideally you will even be aiming for Chartered.

Apart from the technical skills needed for this role, personality is everything to us! We are looking for a dynamic, charismatic leader who will thrive on leading and motivating our top performing Wealth Management Consultant team. You will have experience of managing successful teams within a similar environment and you'll understand what it takes to sustain an amazing team, how to get the best from people and turn these behaviours into real business results.

We are really proud of our culture and it will be essential that you become an advocate of this through your positive attitude to become a great role model for the team.

You will also offer us:

- A high degree of personal motivation, organisational skills and the ability to manage the team and management workload, whilst having an awareness of the wider business
- Have an analytical mindset and be able to identify and respond to opportunities for growth in performance
- Be able to forecast future service needs and plan resources, processes, systems and structures required to meet them
- Flexibility and approachability under pressure
- You must be proactive, tenacious and demonstrate initiative at all times
- The ability to communicate confidently, clearly and effectively at all levels
- The ability to work closely with team members and the management team
- A high level of professionalism to ensure the team deliver client service excellence

To apply for this role please follow this link:

<https://eightwealthmanagement.breathr.com/recruitment/vacancies/3753>

Please note that this Partner Practice will conduct a standard Financial and Identity check on any candidates who are offered a role within this Practice.