



# Business Development Manager (AS11393)

Sydney, New South Wales, Australia (Hybrid)

ASX: Powering Australia's financial markets

## Why join the ASX?

When you join ASX, you're joining a company with a strong purpose – to power a stronger economic future by enabling a fair and dynamic marketplace for all.

In your new role, you'll be part of a leading global securities exchange with a strong brand. We are known for being a trusted market operator and an exciting data hub.

Want to know why we are a great place to work, visit our [careers page](#) to learn more.

## We are more than a securities exchange!

The ASX team brings together talented people from a diverse range of disciplines.

We run critical market infrastructure, with 1 in 3 people employed within technology. Yet we have a unique complexity of roles across a range of disciplines such as operations, program delivery, financial products, investor engagement, risk and compliance.

We're proud of the diversity of our organisation and the culture of inclusion that all our people help to build every day. Our employee-led groups are known for celebrating cultural and religious events, championing LGBTIQ+ inclusion, inspiring giving and volunteering, promoting gender equality, and wellbeing. We are an Employer of Choice for Gender Equality (WGEA) and a member of the Champions of Change Coalition for the advancement of gender equality in Australia.

## About the team:

ASX Information Services is responsible for commercialising ASX's data & analytics assets. It is a high growth, high ambition business, serving the data needs of any financial market participant with an interest in Australia.

## What you will be doing:

- Be responsible for driving sales of targeted services and solutions from ASX's Technology & Data division.
- Own and lead the market data on-boarding process to ensure clients understand their licencing and reporting obligations.
- Actively participate and support lead generation for other ASX services and capabilities.
- Use your network to build a pipeline of new business within your product territory.
- Become an authority on demonstrating ASX's value proposition and communicating it effectively to prospects and clients.



- Collaborate with the ASX business, product, engineering and governance teams who will assist in providing a compelling view of the end to end offering to customers. Work closely with the broader Technology & Data sales team as well as with BDMs from other departments, in the engagement of common customers and support.
- Represent ASX at events and conferences whilst maintaining a deep understanding of the industry landscape to ensure that ASX's product and solutions strategies remain compelling.
- Contributing to the best of your ability to ensure that ASX client satisfaction is maximised via the delivery of high quality services, and great customer support.

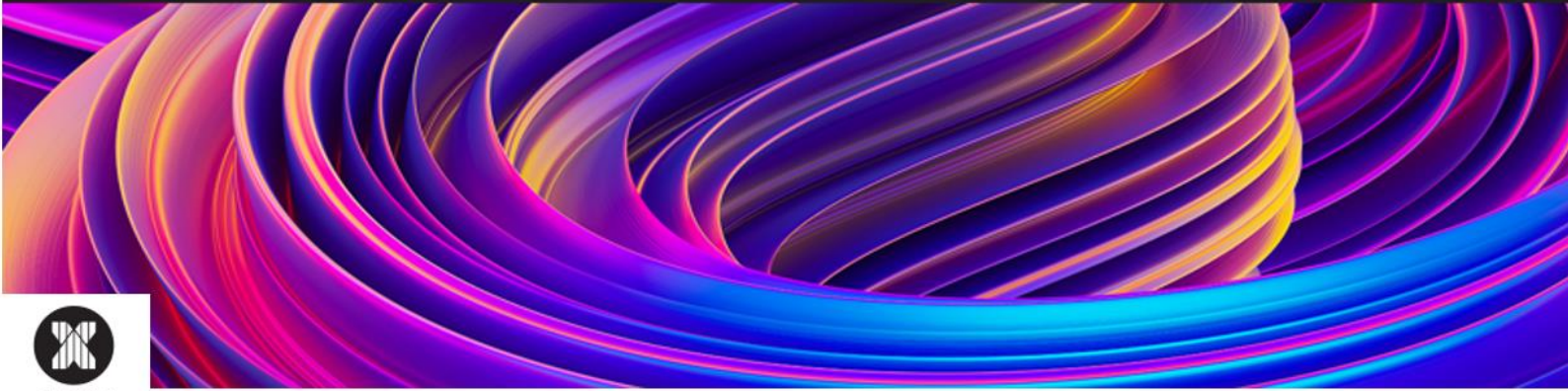
### What you will bring:

#### Must have

- Minimum experience of 4 – 6 years' selling data, analytics or related technology into the financial community.
- Have sound understanding of financial markets, and the importance of data in fuelling revenue growth, cost efficiencies, regulatory compliance and competitive advantage.
- Proven track record of achieving targets (both revenue and metric-driven).
- Excellent communication and interpersonal skills, capable of working effectively with diverse stakeholders internally and drive positive outcomes.
- Passion and enthusiasm for data and demonstrable "Can Do" attitude.
- Strong attention to detail and problem solving skills.

#### Nice to have

- Ideally the candidate would have worked for a global exchange market data business, financial data vendor, or within the market data team of a financial institution.
- Knowledge and experience of ASX Technology & Data products and services from a customer perspective.
- Knowledge of the Australian debt markets.



We make hiring decisions based on your skills, capabilities and experience, and how you'll help us to live our values. We encourage you to apply even if you don't meet all the criteria of this role. If you need any adjustments during the application or interview process to help you present your best self, please let us know.

At ASX Group, our diverse workforce is essential to build and maintain a fair and dynamic marketplace. We support flexible working and offer hybrid working options. Even if our roles are advertised as full-time, we encourage you to apply if you are interested in part-time or other flexible working arrangements.

We will arrange for successful candidates to have background checks, including reference and police checks completed as part of the on-boarding process.

*Recruitment Agencies: ASX does not accept any unsolicited agency resumes and will not be responsible for any fees related to unsolicited resumes.*