

Job description form

Details of the role	
Department	Equity Capital Markets
Job title	Client Relationship Manager
Temporary/Permanent	Permanent
Reporting to	Chief Commercial Officer
Breakdown of the work involved	
Role Description	<p>The Capital Markets team at Goodbody has an award-winning research and execution capability. We are developing a new team that will build, manage and support our buy-side institutional client relationships. The new team will become a key stakeholder in managing the advisory and execution revenue of the Capital Markets franchise.</p> <p>The successful candidate will:</p> <ul style="list-style-type: none"> ▪ be proactive and passionate about the Goodbody suite of products and services and the clients they serve. ▪ work closely within the existing Capital Markets team (Research, Sales, Trading) to build long-lasting mutually beneficial relationships with our institutional customers with a view to improving the Goodbody customer experience and revenue of the capital markets business ▪ become a primary point of contact in Goodbody for our institutional clients, have a full understanding of resource service requirements for each client, have oversight and input on resource allocation and responsibility for managing client renewal negotiations ▪ be tasked with identifying new business development opportunities for Goodbody's Capital Market business
Experience required	
Experience Required	<ul style="list-style-type: none"> ▪ Previous work experience in sales, account management or other relevant experience ▪ Proven ability to communicate, present and influence credibly and effectively at all levels of an organisation ▪ Experience leveraging data analytics of client activity as core part of managing client relationships ▪ Proven ability to manage multiple projects at a time while paying strict attention to detail ▪ Proven results of delivering client solutions and meeting sales goals ▪ Previous experience with negotiation skills with follow through on client contracts
Specific systems knowledge	<ul style="list-style-type: none"> ▪ Proficient at Microsoft Office Suite, CRM applications and data analytics tools

Qualifications required	
Third level	<ul style="list-style-type: none"> Third level qualification is desirable
Person specification	
Characteristics of the type of person this role may suit	<p>The successful candidate will have:</p> <ul style="list-style-type: none"> Strong communication skills (including written and verbal) are key for this role Highly professional with experience in managing client relationships A high level of analytical ability with an innovative approach required Excellent interpersonal and social skills with the ability to influence and challenge clients and colleagues within industry An ability to prosper in a highly competitive environment and to comfortably meet and work to deadlines An attitude and personality that works well with the existing Capital Markets team (Research, Sales, Sales Trading and Spec Sales) A self-starter attitude
Timelines	
How to apply	<p>Please send your Cover Letter and CV careers@goodbody.ie.</p> <p>Closing date for all applications is Friday, 23rd July 2021</p>

Goodbody is an equal opportunities employer and is committed to fostering an inclusive workplace which values and benefits from the diversity of our workforce.

Goodbody has been a strategic advisor to entrepreneurs, families, private and public companies for over 145 years. We are a full service, investment-led business offering wealth management, asset management and investment banking services. How we work is equally important to us. Deeply proud of our heritage and reputation, quality advice and exceptional client service is at the core of our offering. Thanks to the commitment of all our employees Goodbody was recognised as a Great Place to work in 2018 and 2019. If this sounds like a company you'd like to work with, we'd love to hear from you.

Please read the Goodbody Recruitment Privacy Notice. By submitting your personal data to us, you acknowledge that you have read and understood this Privacy Notice and agree to the use of your personal data in line with this. We will only use the information that we collect about you lawfully in accordance with the Data Protection Acts, 1988 and 2003 and the EU General Data Protection Regulation (GDPR).