



## **Business Development Executive, London**

---

The successful candidate will be responsible for managing and growing sales of Longview research to institutional clients, developing new target markets, and building new client relationships.

Longview was founded in 2003 with a desire to produce research that was independent, courageous, and relevant to every investor type. Since then, Longview has become a pioneering independent financial markets research house, with over 90 clients across the globe.

An opportunity has arisen for an ambitious, professional, and enthusiastic individual to join the team and support further growth. The ideal candidate will have a proven track record in sales, and experience in the independent macroeconomic and asset allocation research space.

This is a full-time role, based at the company office in Battersea, London.

## **Key Responsibilities**

---

- Sell Longview research (macroeconomic, asset allocation, investment & trading advice) to financial institutions, private banks, family offices and high net worth individuals
- Prospect & manage new institutional leads
- Follow up with new leads generated through the website/social media
- Organise invitations for key events and webinars
- Attend key networking events

## **Skills & Experience**

---

- Experience of selling independent economic and/or asset allocation research
- Established relationships with a relevant client base would be desirable
- Experience of CRMs would be desirable (we use Hubspot)
- Extensive knowledge of financial markets
- Strong written and verbal communication skills
- Excellent presentation skills
- Charismatic & engaging personality
- Proficient in Microsoft Office (Excel, Word, Outlook)
- Strong academic background

## **Salary & Benefits**

---

- Competitive salary commensurate with experience
- Commission on performance
- Up to 25 days holiday
- Comprehensive health, life insurance & pension benefits

Please apply with a covering letter, CV and salary expectations to [Jobs@longvieweconomics.com](mailto:Jobs@longvieweconomics.com)