

## Business Development Manager - Insurance

**Reporting to:** Commercial Director

**Salary:** Competitive Salary + Bonus

**Location:** Home-based - South East (commutable to London & Bristol)

Closing date: Monday 5th April, 9am

About the role:

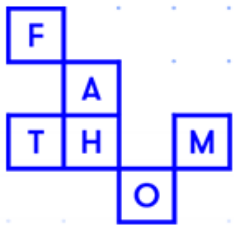
For our next level of growth, we are looking for an experienced Business Development Manager to join our expanding sales team to generate revenue with new and existing insurance clients in the Lloyd's and domestic UK markets, the US, Europe and SE Asia.

Fathom is a fast-growing business whose vision is to become the world leader in the provision of water risk intelligence ([www.fathom.global](http://www.fathom.global)). This is a new and exciting role for someone who wants to join the early stage of a business that has ambitious growth plans. You will be working closely with our direct customers and partners to drive the revenue and adoption of Fathom data products and services. The successful candidate will have experience within the insurance, GIS and risk industries.

The role is permanent, full time with the offer of home working. There is a requirement of being in London around 2/3 days a week. With travel to Bristol weekly during induction and when required. Temporarily we are working 100% remotely during the pandemic.

Accountabilities:

- To generate sustainable revenue growth by driving new opportunities and selling Fathom data and services both directly and via Fathom partners into new clients in the Lloyd's, UK domestic and US insurance Markets (desirable)
- To increase revenue growth from existing insurance clients
- To work closely with Fathom Partners to help them achieve sustained insurance revenue growth
- To position Fathom as the preeminent provider of water risk data and services to the Insurance industry
- You will create and maintain the insurance sales pipeline for sustained revenue growth



- You will develop and execute the Insurance go to market plan working closely with Fathom stakeholders
- You will demonstrate a good understanding of our products and articulate our offering to prospective and existing clients and partners
- You will work closely with the Technical Sales Consultancy team to achieve product adoption and revenue growth
- Work alongside the Product team to provide feedback on issues related to current products and provide insight for new product development
- Create and deliver compelling sales presentations and proposals to demonstrate the benefits of Fathom data and services
- Build and maintain productive relationships both internally and externally, fostering teamwork by keeping colleagues updated on activities
- Provide accurate and timely management information: KPI's, lead activity and revenue forecasts

#### What you will need:

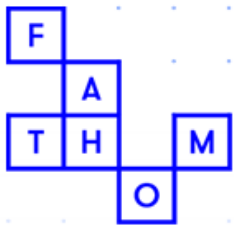
- Relevant experience in selling spatial data, risk solutions or services into the Insurance sector at a senior level
- Successful history of new business sales, with the ability to prove consistent delivery against targets
- Experience in both new business development and account management of clients
- Experience in working with partners to co-sell into this sector
- Credibility at all levels and evidence of building strong relationships internally and with customers
- Experience selling into the Lloyd's, UK and ideally US insurance markets
- Good understanding of Cat modelling and insurance processes
- Ability to communicate technical concepts to non-specialists
- Preparing and submitting large tender responses
- Developing pricing & licensing models
- Previous software experience – i.e. Salesforce, GIS, RMS, AIR or other cat modelling or risk platforms

#### Education

- Minimum degree level, ideally in Geography, Earth Sciences or similar

#### Preferable

- Experience of hazard data or applications, particularly flooding and climate change
- Experience in selling into international Insurance markets



## Essential Behaviors

- Self-motivated
- Consultative
- Team player
- Inquisitive

## What you'll receive

- Performance Bonus
- Private Medical Insurance
- 28 days holiday
- Career development
- Flexible working practices (outside of COVID)
- Flexible benefits package

## What next

If this sounds like a role you would like to explore, please email your CV with Cover Letter to [careers@fathom.global](mailto:careers@fathom.global) and we will look forward to getting in touch.