

Job Description: Financial and Professional Services Account Manager

Summary of the Position:

The UK India Business Council (UKIBC) is seeking to appoint a Financial and Professional Services account manager to support the UKIBC membership team. Our Financial and Professional Services sector covers banking, investment, insurance as well as infrastructure services such as engineering and architecture. UKIBC membership has seen incredible growth over the last two years with membership growing by over 25% and we are looking for a new account manager to help us continue this growth. The account manager will lead on the planning and execution of the Financial and Professional services advocacy strategy, recruit new members and account manage existing members in the sector.

The UK India Business Council believes passionately that the UK-India business partnership creates jobs and growth in both countries, and that UK and Indian businesses have ideas, technology, services, and products that can succeed in the corridor. The fact that both countries are key investors in each other's economies reinforces this. Through its insights, networks, policy advocacy, and services, the UK India Business Council supports businesses to achieve this success.

As part of our offering UKIBC has a dedicated Financial and Professional services Strategy to help UK and Indian businesses:

- Achieve competitive success by reducing the regulatory burden and enhancing market access;
- Grow brand awareness and therefore market share; and
- Leverage the broader bilateral relationship to accelerate regulatory reform and market access opportunities

This individual will be supported by the UKIBC membership team, senior management, policy, communications, and events staff. The role will be part of the Membership team led by Chris Heyes, Director of UKIBC.

- Engage with members to create and evolve the Financial and Professional services plan.
- Actively engage with existing and potential UKIBC members to better understand their challenges, gauge intelligence and keep them up to date with our activities and strategies.
- Lead our Insurance Sector Advocacy Group and identify key barriers in both countries preventing increased trade
- Lead on UKIBC's advocacy work on standards alignment;
- Liaise closely with the British High Commission, Department of International Trade financial and professional services and market access teams to ensure that intelligence flows freely between all parties.

- Pro-actively engage with potential new members and clients to enhance our offer and help achieve our commercial objectives.
- Build and maintain links with key stakeholders and influence decision-makers in the sector to ensure that they are aware of the opportunities and issues
- Help to build a community within our membership supporting members to interact with each other and looking for collaboration opportunities
- Represent Financial and Professional service members on various national and state / city fora to represent the Group's position. Participating in industry associations and other industry groups on regulatory changes, including contributing to industry association responses to consultation papers

Qualifications, Skills and Experience:

- At least 5 years' experience in the Financial and Professional services sector or membership organisation in the UK.
- Excellent knowledge of key challenges facing financial services companies in the UK India trade corridor.
- A high awareness of the domestic and international political context, and a firm grasp of key public policy issues affecting the Financial and Professional services sector.
- Strong analytical, organisational, presentational and written skills.
- Strong account management skills with the ability to influence key decision makers.
- Excellent communicator with proven ability to write influential documents, command authority in committees and political discussions, and communicate effectively to diverse audiences;
- Ability to learn quickly and think strategically across changing priorities and expanding subject fields;
- Ability to multi-task, respond flexibly to needs of business and members, and self-organise work effectively on different projects and issues.
- Maintain highest personal levels of ethical conduct, confidentiality and integrity, with a strong professional reputation in the industry.
- Ability to work as part of a fast-paced small multi geographic team