



Director, Business Development

Job Description

Refinitiv's Capital Markets Insight group is made up of three businesses that provide news, data and analysis via print and websites to capital markets participants, enabling them to make informed decisions on transactions and strategies. These businesses include:

- LPC (Loan Pricing Corporation) providing comprehensive data, news and analysis for the Global Syndicated Loan and CLO Markets
- IFR (International Financing Review) providing full coverage and context for the primary capital markets across all asset classes
- PFI (Project Finance International) providing global energy and infrastructure finance news, data and analysis

Role Description

We are seeking an experienced leader to build out LPC's middle market loan product offerings. In coordination with other LPC teams, he/she will be responsible for developing business strategy, defining requirements and priorities for products, content and staff, and driving new sales of existing and future LPC products designed to address the needs of the global middle (aka SME) market lending sector.

Role Responsibilities

- Work closely with our market experts and market participants to define requirements and build up our market brand/presence.
- Work with analysts and product managers to define new product offerings for the middle market by leveraging existing products and content and productizing additional capabilities.
- Work with our sales and marketing teams to define commercial models and go-to-market strategies in order to deliver against leads, new sales and retention targets.
- Identify and work with prospective partners to enhance our offerings and distribution capabilities.
- Along with our senior market analysts and editorial staff, be an active and highly visible participant in the middle market community.
- Maintain awareness of market trends and represent LPC in helping to drive the evolution of the market and the tools that market participants use to do their jobs.

Qualifications and Experience Required

- 5+ years' experience in a product development role, including business strategy and product design, as well as extensive customer interaction and staff management responsibilities.
- Experience with sales and commercial strategy would be highly valuable.
- Experience and knowledge of the syndicated loan market and/or direct lending market, including buy and sell side information requirements and workflows, would be ideal.
- Excellent communication and writing skills are required.
- Strong interpersonal and team management skills, as well as the ability to work effectively across other teams (e.g., our market analysts, sales, product management and editorial teams), are important.
- Excellent networking skills and initiative are critical. The ideal candidate will have an existing network of contacts on the buy side and sell side in the middle market sector of the syndicated loan market.
- Knowledge of LPC's products and services, and a general understanding of loan information providers and the existing information sources/products available to loan market participants is helpful.



The Financial and Risk Business of Thomson Reuters is now Refinitiv. Refinitiv equips the financial community with access to an open platform that uncovers opportunity and catalyzes change. With a dynamic combination of data, insights, technology, and news from Reuters, our customers can access solutions for every challenge, including a breadth of applications, tools, and content—all supported by human expertise. At Refinitiv, we facilitate the connections that propel people and organizations to find new possibilities to move forward.

As a global business, we rely on diversity of culture and thought to deliver on our goals. Therefore we seek talented, qualified employees in all our operations around the world—regardless of race, color, sex/gender, including pregnancy, gender identity and expression, national origin, religion, sexual orientation, disability, age, marital status, citizen status, veteran status, or any other protected classification under country or local law. Refinitiv is proud to be an Equal Employment Opportunity/Affirmative Action Employer providing a drug-free workplace.

Intrigued by a challenge as large and fascinating as the world itself? Come join us.

Apply online directly at:

<https://jobs.refinitiv.com/ShowJob/Id/277946/Director,-Business-Development/>