

Business Manager

About us

As the founding entity of RAINBOW PARTNERS, Quanteam is a consulting firm specializing in the fields of Banking, Finance, and Financial Services.

Guided by our core values of closeness, teamwork, diversity, and excellence, our team of 1030 expert consultants, representing 35 different nationalities, collaborates across 12 international offices: Paris, Lyon, New York, Montreal, Madrid, London, Brussels, Geneva, Lisbon, Porto, Singapore and Casablanca.

Committed to sustainability (Ecovadis Gold), diversity (gender index: 92%), and quality of work life (Best Workplace Experience), Quanteam is a forward-thinking enterprise.

With a dual expertise in both business and IT, Quanteam supports its corporate clients (investment banks, asset management companies, private and retail banks, custodians, etc.) across the entire Front-to-Back spectrum in evolving their business activities and transformation projects.

Main job responsibilities

- Identify and explore market opportunities, liaise with potential clients.
- Having a portfolio of clients in the financial area and financial services centers.
- Maintaining solid relationships with these clients by promoting personalized solutions that add value to clients.
- Being the point of contact with clients, ensuring efficient communication and ongoing support for their needs.
- Keeping abreast of trends and updates in the banking/finance/IT sector in Portugal in order to identify opportunities for growth and differentiation in the market.
- Working in contact with the TAM team to ensure that clients' expectations and needs are met.
- Represent the company at events in the field to strengthen the network and promote Quanteam.

What are we looking for?

- Minimum 2 years' experience in a Business Management, Business Development or similar role, with previous contact with clients in the banking, finance or financial services area.
- Experience in identifying and managing business opportunities and new clients.
- Familiarity with financial services and products and ability to adapt quickly to the specifics of this sector.
- Ambition, a collaborative profile and working to objectives/results
- Interpersonal and communication skills that enable the development and maintenance of solid relationships.
- Fluent in English (mandatory)
- French is a plus
- Hybrid regime in the Oporto or Lisbon office

Are you interested?

Please send your CV to recruitment@quanteam.pt