

Relationship Manager – Institutional / Corporate Sales

Position Summary

This is an excellent opportunity to join our sales team for selling customized market data, analytical and trading solutions to brokerage firms, institutions and corporate. The person will be also responsible for bulk selling of existing ready products. The company has proven products that are constantly updated according to the needs of the customers. However, there is a segment of customers particularly institutions and corporate who requires customized products that are designed according to their specifications. We have an ambitious plan to target this area of business by aligning and leveraging the existing solutions. So this is a challenging position which requires strong analytical skills and understanding of new technologies and developments in the market.

Primary Responsibilities

- Working closely with institutions, corporate and brokerage firms for bulk selling of ready and customized products and solutions
- Working with customers to understand their needs, providing valuable inputs and thus earning their business.
- To work closely with the customer support, operations and development teams to ensure successful and smooth delivery of the customized product and quality client services
- To regularly report achievements versus budget forecasts to the Head of Sales
- Provide regular updates, training and presentation on the new changes and upgrades in our products to existing customers
- Constantly in touch with customer in order to ensure they receive quality support all the time including personal meetings
- Generating new leads, managing and constantly tracking the existing lead and new leads

Desired Profile

- Bachelors Degree
- 2-5 years experience in institutional selling of software and solutions related to financial markets
- Has a proven track record in selling online market data terminals, analytical products, technical analysis software and trading platforms.
- Has Strong knowledge of financial markets covering equities, commodities, derivatives, foreign exchange both local and global
- Has strong knowledge of new technologies
- Has analytical skills to understand complex customer requirements
- Has high energy, good personality, can learn quickly and show excellent analytical skills
- Can speak good English, Hindi and other Indian languages
- Ability to arrange and conduct meetings, training and presentations
- Strong relationship building skills
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