



ZM Financial Systems is seeking a **Sales Executive** to promote sophisticated balance sheet management tools to proactive financial institutions. Our solutions provide, risk analytics, asset/liability management and pre-trade analytics to some of the world's largest and most sophisticated financial institutions. We are a fast growing, private company with a need for a Sales Executive to continue our expansion into the banking industry.

The Sales Executive will be responsible for finding opportunities, nurturing relationships, building urgency, and selling solutions to financial institutions within a defined territory. Territory and meeting sales goals will be determined based on functional and sales-related experience. The Sales Executive will be someone who is a well-organized self-starter, able to handle multiple tasks with minimal oversight.

Responsibilities

- Actively seek out new sales opportunities through cold calling, networking and social media to reach new audiences and evangelize about our differences
- Conduct market research to identify selling possibilities and evaluate customer needs
- Develop relationships across different levels in a customer's organization
- Qualify, listen, and engage with prospective clients to understand their objectives
- Prepare and deliver appropriate presentations/product demonstrations that address their objectives
- Negotiate/close deals
- Participate on behalf of the company in exhibitions or conferences

Skills and Qualifications

- Minimum 5 years Capital markets / ALCO / Stress Testing experience in a large financial institution
- Experience selling complex solutions in large financial institutions
- Strong listening and critical thinking skills, including organization, planning, objection handling, and problem solving
- Strong knowledge of sales principles, methods, practices and techniques, including proposal development and contract experience
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Proven experience in opportunity qualification, pre-visit planning, call control, account development and time and territory management
- Passion for delivering brilliant customer service and improving the way organizations work



- Ability to develop relationships across different levels in a customer's organization
- Excellent communication and outreach skills, responding rapidly to customer inquiries, and drafting concise and informative e-mails
- Professional experience managing complex relationships in large financial technology company is a plus
- Proficiency using CRM or contact management software, preferably Salesforce.com
- Bachelor's degree

Benefits:

- Competitive Salary
- 401k plus company matching
- Company paid medical, dental and vision insurance

Submission:

- Please send cover letter and resume directly to: allyson.beback@zmfs.com
- Solicitations from third-party recruiters not accepted