

ACCOUNT EXECUTIVE (CORPORATE ISSUER SOLUTIONS) - 5749

Great opportunity to join a leader in the Fintech Industry. As an Account Executive you will drive revenue through the development of innovative and compelling sales strategies targeted for the Corporate Issuer marketplace.

Responsibilities Include: Sales of registered/discretionary services to corporate issuer market.

Will identify new business opportunities within existing clients by calling and leveraging existing [internal and external] relationships.

Independently lead and complete all aspects of the sale process, from pre-qualification to completion.

Monitors trends and competition while ensuring client happiness.

Coordinate activities across to ensure the successful and timely implementation of products and services within existing client-base.

Be accountable for and take ownership of all objectives, deliverables and commitments to these clients.

Collaborate with clients to keep them abreast of product information.

Maintain account relationship and cross sell additional services.

You may be involved in special marketing projects and campaigns.

You will partner with internal resources to provide the necessary expertise and support during the sales process including legal, finance, product specialists, and senior management.

QUALIFICATIONS:

5-7 years of B2B sales selling technology solutions
Strong technical foundation; ability to use CRM, Office, social tools, etc.

Willing to travel frequently to clients and prospects

Track record of over-achieving sales quota

***This is a work from home position, can be based anywhere near San Diego.**