

Sales Development Executive

The opportunity

We are looking for a highly driven and motivated individual to join our team in Athens as a Sales Development Executive (SDE).

As a SDE, you will play a key role in generating new business opportunities for our product portfolio. In this position, you'll manage the lead life cycle from initial inquiry to qualification and transition to the Sales team. This role is one of the first touch points for prospects and could set the tone for the sales cycle. The ideal candidate is results-oriented, enthusiastic to learn about the financial industry, coachable and ambitious.

Responsibilities

- Build rapport with prospects and transition 'cold' inquiries over time into 'warm' responsive prospects
- Make a high volume of daily outbound calls to identify and qualify new prospects to ensure that Finvent solutions can meet their requirements and provide meaningful benefit and value
- Use Salesforce to drive your day-to-day activity and ensure all information is accurate and up-to-date.
- Learn and understand the customer's current environment by asking questions to uncover current technology needs and challenges.
- Research pertinent prospect information using multiple sources and input data into CRM, making updates as new interactions occur and more info is gathered
- Maintain and enhance product knowledge through regularly scheduled training sessions for multiple products and solutions
- Ensure that marketing and sales programs are executed on time and on budget. Work with third-party publications, Finvent marketing and event organizers to execute demand generation campaigns
- Compliance with Finvent Sales Development processes, procedures and ethical standards as trained during onboarding.
- Shadow calls and product demos with Sales and Solution Consultants to better understand Finvent's full sales lifecycle.

Qualifications

- A related University degree is required; Master is preferred
- High eagerness to learn the buy-side sector of the Investment Management industry via self-trainings and continuous self-driven study
- Salesforce.com (or similar CRM software) experience
- Fluency in English is required; Greek language is highly desired. Fluency in additional languages, such as Spanish or Italian is an advantage
- High interest in pursuing a career in Sales, Marketing, Channel or Relationship Management and achieving tangible results via the work
- Self-motivated and results-driven, has a positive can-do attitude to achieve
- Quick learner, able to apply best practices and act on coaching feedback



- Ability to form relationships with prospects and customers, strong interpersonal skills are key
- Excellent written and verbal communication skills
- Detail-oriented, with strong organizational skills and ability to multi-task
- Previous working experience in High Tech or Financial Services is a plus.
- Pre-existing good understanding of the Wealth Management, Asset Management or Alternative Investments industry is a bonus.

Benefits

- Competitive compensation package and benefits
- A private medical and health plan for employees and their families
- Immediate Product Certification upon hiring
- Progressive and continuous training opportunities
- Work for a high impact global-standards company
- Become part of a mission-driven team which constantly learns and improves
- Be part of a socially responsible entity and with a group of like-minded people

If you've got what it takes to be a great Sales Development Executive and want to work on a hardworking, success-oriented and fun team, then apply today!

You can visit our website to learn more about us:

www.finvent.com

**CV Submission in English only
hr@finvent.com Code: SDE2020**

**All applications are confidential
Please Respond ONLY if you comply with most Job Qualifications
Please apply directly to Finvent. No phone calls please**