FINVENT
SOFTWARE SOLUTIONS

Regional Sales Manager

Finvent, since 2001, is a successful regional provider of award-winning software and services provider to the investment management industry. We are also the exclusive regional distributor and professional services partner of SS&C Advent Software.
Our clients span across 15+ countries include asset managers, wealth managers, banks, family offices, fund managers, fund administrators and prime brokers.
Our solutions streamline their daily processes for portfolio management, trading and order management, risk management & compliance, portfolio accounting, performance analytics, client & statutory reporting and more.

Description

We are seeking talented and service-minded professional salespersons to join our team as Regional Sales Managers in the Investment & Risk Management Software Unit and contribute as Member of the Corporate Executive team.

In this role, you will help our clients across Europe, Middle East and Africa. The role is therefore ideal for an experienced sales professional, who can operate in a multi-cultural environment as well as someone who is flexible in terms of travelling (when business travelling is resumed) and aims to achieve absolute best sales results with maximum client satisfaction each time.

The Regional Sales Manager will:

- Manage the territory assigned, develop the pipeline, sign new clients and new business in the agreed country/region
- Execute prospecting and develop sales opportunities for Finvent's product portfolio and related services.
- Drive complex sales cycle from discovery phase to successful close.
- Negotiate business terms according to Finvent business guidelines.
- Provide insight and deal related product gaps to Product Management
- Internally, this role will actively interact with various cross functional team members including Solution Consultants, Professional Services, other members of the Sales team, Legal, Accounting, Operations, Data Specialists, Product Managers, Marketing and various members of Senior Management

Qualifications & Skills

- Extensive corporate-level sales experiences and knowhow of the buy-side community or investment management industry, as well as of complex and C-level sales processes is required
- Excellent understanding of the securities industry and terminology is required

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- Experience selling technology based solutions, particularly application software used in the Investment Management industry or closely related is highly preferred
- Related University degree
- Fluency in the English and Greek languages; additional European languages an add-on.

Benefits

On top of working in a challenging ever-changing sector, award winning products and an excellent, friendly team, we are offering:

- Competitive salary and bonus payment plans
- Private health & medical insurance plan
- International product certification and continuous training programs
- International travel and global professional experience
- 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

Your race, age, ethnicity or disability, gender identity and expression make no difference to Finvent. We want to attract, develop, promote and retain the best people based only on their abilities and professional behavior.

CV Submission (in English) at:
hr@finvent.com
CODE: 22RSM
All applications are confidential.
Please Respond ONLY if you comply with most Job Qualifications

Disclaimer: Finvent collects and processes personal data in accordance with the EU General Data Protection Regulation (GDPR). We are bound to use the information provided within your job application for recruitment purposes only and not to share these with any third parties. We will keep your resume in our database for potential future consideration.
In case you want to be deleted from our database you can contact us via email at hr@finvent.com