



Sales Specialists – IFR & PFi

Role and Responsibilities

This role will be selling Refinitiv offerings within the Capital markets business (IFR & PFi). The product line appeals to a wide range of users from sell/buy side accounts, non bank investors, lawyers and consultants. The individual will be tasked with prospecting & developing new business and driving competitive sales opportunities. You will provide the required domain expertise into key accounts across the sales channels and driving the sales process in a specific vertical and geographic territory.

Job Responsibilities:

External Focus:

- Pro-actively lead sales campaigns for new recurring-revenue products.
- Work with Account Managers to develop and execute sales strategies for Refinitiv accounts. This includes driving cross segment objectives into the overall account strategy to achieve maximum account sales growth
- Target enterprise-wide opportunities in new and existing customers
- Develop and maintain senior/management level client relationships
- Oversee client meetings to carry out product demonstrations and presentations with the objective of winning new business

Internal Focus:

- Research and recommend sales campaigns to achieve increased product & market penetration
- Ensure the effective handover of accounts to the account management team post set up and closure of a sale
- Become a product champion for the segment by being an expert knowledge base of the products that are currently being promoted
- Work closely with the Core Product and Marketing team to feed product ideas and provide client feedback.
- Maintain a 12-month rolling forecast in excess of assigned quota, linking the segment forecast with the account management forecast.
- Maintain accurate customer contact and opportunity data in CRM/Salesforce.com

Required Skills, Knowledge and Experience

- Bachelor's degree with a minimum of 5 years' experience selling market data products to Fixed Income Market professionals.
- Specific experience with capital markets including DCM/ECM would be advantageous along with an understanding the financial markets.
- Proven track record of meeting sales quotas. Must have strong client relationships and a proven track record of providing a high level of customer service.
- Must have experience identifying and cultivating new accounts and use of prospecting tools
- Must have superior communication and negotiating skills and be a strong team player

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