

**Mid to Sr. Position, Institutional Sales/Marketing**

**Confidential Role Specification**

for



**POSITION:** Mid to Senior Position, Institutional Sales/Marketing  
**COMPANY:** Egan-Jones Rating Company  
**LOCATION:** New York City, NY

#### **FIRM OVERVIEW**

**Egan-Jones Ratings Co.** ([www.egan-jones.com](http://www.egan-jones.com)) is a Nationally Recognized Statistical Ratings Organization (NRSRO) and is recognized by The National Association of Insurance Commissioners (NAIC) and The European Securities and Markets Authority (ESMA) as a Credit Rating Provider. Egan-Jones is a leading financial research firm which started providing ratings in 1995 for the purpose of issuing timely, accurate ratings. Uniquely, the Firm derives its revenue primarily from the institutional investors, rather than the issuers. Egan-Jones rapidly gained credibility by flagging the failures of Enron and WorldCom and has since established itself as a leading global provider of independent credit ratings. The firm has offices in Haverford, PA, and New York, NY.

#### **POSITION**

**Summary:** This is an excellent career opportunity in institutional global sales/marketing in a very reputable fast-growing credit rating agency. Lots of upside. VERY competitive compensation package.

A new role for the client, the Mid to Senior Position, Institutional Sales/Marketing:

- Reports to the Head of Sales;
- Builds and executes a(n) (inter)national strategic sales and marketing plan, leveraging the distinct Egan-Jones Ratings product and market distinctions;
- Actively leads the junior sales team members, as a player/coach, to accelerate revenue growth for the credit ratings and proxy service products, across the institutional channels;
- Builds and maintains a high-quality sales cycle, that:
  - Identifies and initiates new sales opportunities by prospecting new clients;
  - Leverages existing client relationships and networks to generate new and cross-sell interest;
  - Creates compelling value propositions mapped to client needs;
  - Negotiates and closes sales agreements.
- Confidently articulates, and builds awareness of the Egan-Jones Ratings business, methodologies, and research through regular and planned interaction with market participants;
- Prepares and presents regular management updates highlighting activity and progress;
- Complies with SEC and other regulatory requirements relevant with best-in-class business practices;
- Grows a sales team of seasoned sales professionals.

#### **AREAS of STRATEGIC RESPONSIBILITY**

Responsible for leading and accelerating the sales and marketing effort:

- Develops and cultivates relationships with key market participants including institutional investors, issuers, investment bankers, and other parties who have a role in the securitization process;
- Promotes the ratings business with investors and clients, including money managers, bank trading desks and research departments;

- Increases support for Egan-Jones' ratings by coordinating and managing meetings between Egan-Jones ratings analysts and key market participants;
- Works with other Egan-Jones sales and marketing team members and the legal counsel on negotiation of fee arrangements and preparation of required legal engagement documents;
- Prepares pitch books and other marketing materials, working closely with analysts and other sales/marketing team members;
- Communicates feedback from investors and clients, facilitating improvement in the analytical process and analytical research products;
- Promotes success with investors and clients, to ensure understanding of growing market acceptance of Egan-Jones Credit Ratings;
- Develop leadership role within organizations, attends and participates in industry shows and events, promoting Egan-Jones Credit Ratings participation in conferences and other speaking opportunities, workshops, and educational events.

### **EXPERIENCE & ATTRIBUTES**

The candidate will possess the following experiences and attributes:

- Approximately 5 years of experience of strategic enterprise selling within an NRSRO or relevant industry, with a strong track record of building revenue generation personally and thru sales and marketing teams;
- Experience working in a credit ratings agency (i.e. NRSRO) and knowledge of structured finance (i.e. ABS) or debt markets is preferred but not required;
- Ability to assume leadership and strategy ownership for key clients;
- Strong interpersonal relations, with the ability to effectively influence and collaborate with diverse teams;
- Is a self-starter and business builder who possesses an entrepreneurial drive, tireless work ethic, and competitive winning spirit to drive the firm to continued success;
- Self-motivated and persistent, with the ability to work collaboratively with colleagues;
- Ability to multi-task and meet short deadlines within a fast-paced and results-driven environment;
- Has the highest levels of personal and professional integrity;
- Articulate and compelling written and verbal communication skills;
- Must be committed to travel and extended work schedule;
- Undergraduate degree required, preferably in finance, economics, or related area.

Please send your resume and cover letter and writing samples to [careers@egan-jones.com](mailto:careers@egan-jones.com).

Egan-Jones Ratings Company is an Equal Opportunity Employer. Egan-Jones Ratings Company does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by appropriate law. All employment is decided on the basis of qualifications, merit, and business need.