

Employer: Money.Net

Title: Sales Associate (full time)
Location: New York City

The Mission

Many companies want to change the world. We have a unique value proposition, devoted subscribers, and the financial backing to make this happen. Our customers work in finance and need access to real time as well as historical financial information.

The Opportunity

Money.Net has a professional audience. We evangelize more open access to information. We are a young company and are *not* looking for account managers. We seek new customers and so we are looking for sales hunters. The sales role requires imagination, inventiveness, and execution.

If you can bring these qualities to the company, we want to hear from you.

Responsibilities:

- Aggressively prospect through cold calling leading to sales of the Money.Net platform.
- Monitor industry trends, competitive landscape, and identify risks and opportunities
- Continually grow and maintain Sales Pipeline and record in CRM
- Contribute to the growth and strategic direction of Money.Net's products and services.
- Forecast sales, work as a team, some travel required

Minimum qualifications

- BA/BS degree
- 2 years of experience in a client-facing, sales or investment management experience.
- Experience with client presentations, people person
- Cold Calling Experience
- Excellent attention to detail in reporting

Preferred qualifications

- Experience working at a company specializing in private wealth management.
- Proven track record of driving client business growth and a history of achieving targets.
- Excellent verbal/written communication including presentations, with ability to present to C-level clients.
- Strategy orientation

What we offer

- Competitive Salary, Ability to Earn Commission, Health Benefits

Please forward resumes for consideration to jobs careers@money.net