



Sales Representative for FinTech Company

Norwell MA

Are you an ambitious professional ready to build your career at a Company where you can shine? If you have excellent communication skills, a willingness to learn, and are looking for success, please submit your resume. There is no need for extensive experience in sales. We provide formal sales training as well as comprehensive on-the-job training to get you on a path to success.

About Us

AcadiaSoft was founded in 2009 with a great idea to help automate the collateral management arena using the latest technology. Back then we were a small fintech start up with a handful of dedicated staff located just outside of Boston MA.

Today, AcadiaSoft, Inc. is the leading industry provider of risk and collateral management services for the non-cleared derivatives community. In response to the regulatory framework of Uncleared Margin Rules, we partnered with the industry to develop a suite of Risk services to assist our clients in communicating and reconciling their initial margin which today is seen as the global standard.

With AcadiaPlus, we provide the sell-side, the buy-side and fund administrators with access to our community, specialist applications and 3rd party partners to enable the straight-through processing of the entire margin, collateral and risk mitigation lifecycle. We are backed by 16 major industry participants and market infrastructures and AcadiaSoft solutions are used by more than 1,350 firms exchanging over \$700B of collateral on a daily basis via our margin automation services.

Explore our website for a wealth of insights, documentation and commentary on our markets and offerings. Please reach out to us to discuss your challenges, and how we are transforming our industry, we'd love to hear from you.

AcadiaSoft is headquartered in Norwell, MA and has offices in London, New York and Tokyo.

AcadiaSoft operates as a distributed company, with many employees opting to working virtually either all or part-time. Remote working and other flexible arrangements are fully supported with a hoteling system in place in most of our office locations.

Position Description

The Sales Executive builds business by identifying and selling prospects; maintaining relationships with clients.

Responsibilities and Duties

- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sells products by establishing contact and developing relationships with prospects; recommending solutions.
- Manages multiple complex sales cycles simultaneously.
- Creates price proposals and leads negotiations and overcomes objections for deal closure.
- Maintains strong, healthy and consistent pipeline, sales forecasting and planning.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.
- Frequent travel required
- Other duties as assigned

Qualifications

- Presentation Skills
- Client Relationships,
- Emphasizing Excellence
- Energy Level

- Negotiation
- Prospecting Skills
- Meeting Sales Goals
- Creativity
- Sales Planning
- Independence
- Motivation for Sales

Education and Experience

Bachelor's degree + some relevant working experience in outside sales preferred.

Benefits

For the ideal candidate ready to join our growing team of talent, we offer a rewarding compensation plan and a generous benefits package:

- An awesome, flexible work environment with remote work options
 - 3 weeks vacation to start
 - Paid holidays and sick time
 - A generous bonus opportunity
 - 100% company paid individual medical insurance
 - A comprehensive health & medical benefits package
 - \$1K annual fitness reimbursement
 - \$3K referral bonus program
 - 401(k) plan with 5% company match
- And more!

Acadiasoft, Inc. is an equal opportunity employer.

Job Type: Full-time Location: Norwell, MA USA

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