

Opportunity



Position: Senior Sales Manager

Location: Germany

Reference: DA444

An exciting opportunity to join a small team of sales professionals, your focus will be to continue to drive forward the company's growth in to new markets and target groups. Based in Zurich this exciting opportunity will suit a motivated sales professional with financial services b2b sales experience.

Main Responsibilities

- Develop the sales pipeline through the generation of new leads and target customers.
- Work with the product development teams to provide feedback from the frontline and shape the product offering to match the client's requirements.
- Convert leads into sales through with new and existing customers.
- Competitor analysis
- Participate in conferences and road shows to generate leads, educate and raise the profile of the products.

Candidate requirements

- Degree level education.
- Enthusiastic and talented sales person with B2B experience in the financial services sector.
- Previous experience selling financial data and solutions preferable.
- Several years of acquisition experience in the sector
- Team player that can contribute to the team's goals as well as delivering to their own sales targets.
- Excellent communicator, presenter and negotiator.
- Fluent English and German, an additional European Languages would be an advantage.

If you think this could be **your** next, exciting career move. Initiate contact with us by sending your current CV to info@dartexec.com or calling us on +41 44 215 1080.