

## Financial Software Sales

**Job Title:** Sales Consultant, Financial Software and Services

**Working For:** Risk Control Limited

**Location:** Soho, London

**Salary:** Competitive base plus bonus

**Risk Control Limited** is an entrepreneurial risk consultancy and software company working on highly topical regulatory, public policy and risk issues. Our clients include major public and private sector financial institutions, regulators and public authorities.

We seek a dynamic, well-organised sales person with excellent interpersonal skills to help drive new business growth. The role would suit a candidate who has a solid understanding of finance and risk management and is looking to apply their financial knowledge in a sales role. The ideal candidate enjoys uncovering the needs of potential clients, finding and presenting solutions, building relationships and growing the business.

Remuneration depends on experience and is competitive.

### What you will do

- Your assignment will be to develop market opportunities for our software tools and services. This will involve preparing marketing material, representing the company at meetings, devising and implementing email shots and initiating and following up contacts with potential clients.
- You will work closely with a small team both exploiting our existing contacts and discovering new opportunities to generate new sales leads and following up and closing deals.
- You will work closely with our MD on creating case studies, thought leadership pieces, demos and other content that helps to generate inbound activity.

### Requirements

- At least two years of work experience, ideally with a financial institution such as an investment bank, asset manager, fund or insurance company.
- Work experience at a technology or consulting firm working with financial institutions is also considered.
- Good grasp of finance and risk management acquired through advanced study or professional experience.
- The ability to think strategically about our sales and marketing activities.
- Polished and credible with clients.
- Excellent written and verbal communication skills.
- Capable of drafting well-written press releases and promotional material.
- Hard working and energetic in taking on and completing tasks.
- Interest in software and financial markets.

Interviews will be held on a rolling basis.

Start Date: Immediate

Please send a cover letter outlining how you meet the specification along with your CV to [jobs@riskcontrollimited.com](mailto:jobs@riskcontrollimited.com)