

Sales Representative - Mutual Fund Transfer Agent/ Subaccounting Recordkeeping Technology

We are seeking an experienced and results-driven Sales Representative with a proven track record in selling Mutual Fund Transfer Agent and Subaccounting Recordkeeping Technology. The ideal candidate will possess excellent communication skills, a strategic mindset, and the ability to engage in consultative sales.

Key Responsibilities:

1. **Prospecting and Lead Generation:**

Proactively identify and pursue potential clients in the financial industry who can benefit from Mutual Fund Transfer Agent and Subaccounting Recordkeeping Technology. Maintain an up to date pipeline status and contact details of all prospects through the sales tracking system.

2. **Product Knowledge:**

Gain an in-depth knowledge of Envision's products, and services so that you can effectively communicate their benefits. Stay updated on industry trends and advancements in Mutual Fund Transfer Agent and Subaccounting Recordkeeping Technology to effectively communicate product features and benefits.

3. **Consultative Selling:**

Conduct needs assessments, present product demonstrations, and offer consultative advice to clients, ensuring a tailored approach to their unique requirements. Effectively develop and deliver presentations and proposals.

4. **Sales Strategy:**

Develop and implement effective sales strategies to achieve or exceed sales targets.

5. **Collaboration:**

Work closely with internal teams, including marketing and product development, to align strategies and enhance the overall sales process.

Qualifications:

- Minimum 5 years of successful sales experience in Mutual Fund Transfer Agent or Subaccounting Recordkeeping Technology.
- Proven track record of meeting or exceeding sales targets.
- Strong communication and interpersonal skills.
- Ability to engage in consultative selling and understand client needs.
- In-depth knowledge of Mutual Funds and related technology.
- Self-motivated and results oriented.
- Bachelor's degree in Business, Finance, or a related field is preferred.

Apply:

Submit your resume to resume1@enfs.com