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Senior Sales Manager (Trading Solutions)

Description

Are you curious, motivated, and forward-thinking? At FIS you'll have the opportunity to work on some of the most challenging and relevant issues in financial and technology. FIS's talented people empower the company, and FIS believes in being part of a team that is open, collaborative, entrepreneurial, passionate and above all fun.

Responsibilities

- To proactively penetrate new accounts to ensure sales quota achievement and increased firm revenue by introducing relevant products and services to assist in growing the clients' business
- Execute sales and business development activities for assigned regions and territories, including new business generation within existing and new accounts
- Provide a continuous stream of qualified new business opportunities and maintain a healthy pipeline to quota coverage ratio
- Qualify, develop and close new business by working with prospects from first contact through to deal closure
- Generate leads through cold calling and networking campaigns
- Gain an in depth understanding of customer businesses to better position the breadth of solutions and services to meet or exceed customer goals
- Regular interaction with senior level leaders and various business partners across the organization
- Establish and maintain excellent customer relationships at all accounts
- Provide management with regular detailed information on customer needs, market trends, competitive activity, pricing and new business opportunities
- Lead the planning and coordination of sponsored/hosted events
- Participate in trade shows and industry conferences to further brand and product awareness amongst the community

Qualifications

- Strong software sales experience, with a strong understanding of businesses within sell-side financial institutions such as banks and brokers
- Experience in selling trading solutions would be an added advantage
- Proven track record of closing business across large strategic accounts and new prospects
- Strong knowledge of financial technology solutions including systems, applications and industry best practices
- Requires expert negotiation and communication skills, both written and verbal
- Strong analytical and critical thinking ability to support decision-making and problem solving
- Requires an individual with a strong desire to succeed while being a team player
- Ability to remain calm and perform effectively under pressure
- Travel is required

Hiring organization

FIS

FIS is at the heart of the commerce and financial transactions that power the world's economy. FIS is passionate about helping businesses and communities thrive by advancing the way the world pays, banks and invests, serving more than 20,000 clients and more than one million merchant locations in over 130 countries.

Employment Type

Full-time

Job Location

Kuala Lumpur, Federal Territory of Kuala Lumpur, Malaysia

Date posted

January 17, 2023

APPLY

