Title: Director PreSales Consultant

Location: London

Reports to: VP, Global Head of PreSales

Company Description

GoldenSource (https://www.thegoldensource.com) is a fast-growing FinTech firm and a leader in data management software solutions for the financial services sector. Headquartered in New York, GoldenSource also has key offices in London, Milan and Mumbai, with more than 400 staff worldwide. Having been acquired in 2022 by private equity firm Gemspring, GoldenSource is in an exciting phase of investment and rapid growth. GoldenSource offers an international working environment, a positive corporate culture, the opportunity of professional development and attractive employee benefits. Industry Recognition: GoldenSource consistently receives industry recognition and awards for a wider range of capabilities than any other firm in our space. The awards include Best Data Management Platform and Best Cloud-Based Data Management Solution.

We serve top-tier clients located in 12 countries with offerings including EDM Software, Professional Services and a rapidly growing Managed Services offering – GoldenSource OnDemand.

Job Description – Primary Responsibilities:

The Director pre-sales consultant will be responsible for providing functional expertise to help identify software & service(s) solutions throughout the sales processes. As a part of the global sales team, this role supports product, managed services and license revenue generation, as well as product and demo environment support.

Key Responsibilities:

- Preparing, demonstrating and presenting GoldenSource's products to financial services/capital markets prospects
- Run demonstrations from start to end with prospects and drive the conversation towards strengths of the GoldenSource platform
- Discuss and present business, technical concepts and solutions, both in-person and via video calls
- Participate in client proof of concepts (POCs), workshops to demonstrate the support of business requirements that cover the range of technical and functional use cases specific to a given prospect and opportunity.
- Assist in lead nurturing for deal progression / relationship management
- Assist/participate in client discovery sessions to uncover prospect pain points, map to solutions, and develop proposals and business cases
- Assist and manage the requests for information (RFIs) and requests for proposals (RFPs) process
- Problem solving through innovation, and able to make confident decisions under pressure within aggressive timeframes.
- Channeling product improvement feedback to Product Management.

Qualifications, Experience & Other Requirements:

Mandatory:

- Bachelor's (Science / Math / Information Technology / Computer Science / Analytics / Finance & Marketing)
- Overall, 10 years' total experience.
    - Minimum 5 years of experience in capital markets
    - Minimum 2 years of experience in a customer (i.e., client, end-user) facing role e.g., presales, project implementation consultant, professional services, client operations, customer service/support, account management etc.
    - Minimum 2 years of experience of working with 3rd party data vendor services and products, such as Bloomberg, Refinitiv, FactSet, ICE, S&P, Moody's, Exchange Feeds etc.
    - Minimum 1 year of experience working either on the buy side or with buy side technology platforms. For e.g., Blackrock, Eagle, Simcorp Dimension, Charles River (state street), FIS, SS&C, eFront, ThinkFolio, Allvue, NeoXam, IHS Markit, IVP, MIK Funds, Paladyne or other OMS/EMS/PMS, Custody, Accounting, P&A platforms.
- Proficient in SQL skills, queries to extract, load and manipulate data in relational databases (RDBMS), ability to manipulate XML files, configuration files, ETL tools.

Preferred:

- Experience in any data management practice
- Proficiency in a European language in addition to English.
- Experience of working with geographically (global) teams in a fast-paced environment.
- Excellent problem-solving skills and a solution focused attitude
- Knowledge of Unix shell commands and Linux-based system administration skills
- Understanding of cloud and hybrid architecture concepts and services (AWS, Azure, or GPC)
- Other relevant technologies: Python, Java, Kafka, SOAP, REST, JSON, JBoss, ElasticSearch
- Experience responding to RFI/RFPs
- Hands on data analysis experience with some of the following data sets: instrument reference data, pricing data, ESG data, legal entity data, market data, corporate actions, relevant regulatory data requirements, trade position and transaction data
- Prior experience of GoldenSource product module configuration / implementation
- Understanding of middle/back-office workflows dealing with exposure to multiple asset classes e.g., derivatives, commodities, equities, fixed income, options etc., exposure to transaction lifecycles and data flows within investment/asset management, investment banking or asset servicing sectors

Travel, Work Hours:
20% travel, ability and willingness to travel globally on short notice for trip durations of 1-2 weeks. The candidate should also be flexible to work global time zones on a need basis to collaborate with global presales team.

GoldenSource LLC is an equal opportunity employer.