

Title: Regional Sales Director

Location: London

Reports to: VP, EMEA Sales

About:

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 Regional Sales Director will be responsible for managing all aspects of the sales cycle within their allocated sales territory. As a part of the EMEA sales team, this role will work closely with other sales managers sharing market intelligence and contributing to the EMEA sales engagement plan.

Key Responsibilities:

- Excellent communication skills (verbal and written), presentation and the ability to communicate/work with people at all levels/backgrounds
 - Ability to develop mutual value-based relationships with customers and partners across our client's business at all levels.
 - Ability to manage multiple concurrent sales engagements and co-ordinate the necessary internal resources.
 - Able to manage relationships with peers and managers as it relates to sales and marketing
 - Able to describe and discuss GoldenSource's product capabilities and value proposition with prospects and partners.
 - Manage all aspects of the sales lifecycle, including building an active pipeline, developing client proposals, arranging demos/proof of concepts and creating commercially successful long-term relationships.
 - Experience of managing C-level meetings and complex high value sales engagements.
 - Maintain and update the company's CRM platform with all relevant information relating to sales engagement with customers and prospects.
-

Qualifications, Experience & Other Requirements:

Mandatory:

- Bachelor's degree or equivalent in a relevant subject (Science / Math / Information Technology / Computer Science / Analytics / Finance & Marketing).
- Minimum 8 years of financial industry experience, with at least 5 years in the capital markets.
- Minimum 5 years of experience in a frontline sales role dealing directly with clients having referenceable duties aligned with the above.
- Experience managing your own territory and pipeline from prospecting to deal close.
- Experience managing complex sales cycles within the Financial Services industry for a software products.
- Experience working with buy-side and/or sell-side in middle and back-office operations.

Preferred:

- Proficiency in a second European language in addition to English.
- Understanding of the Benelux or Nordic Market
- Experience presenting services to the pension fund market in Northern Europe
- Experience with selling a SaaS offering

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.
