

Title: Sales Manager – North America

Location: New York

Reports to: Senior Vice President – Global Head of Sales

Salary range: \$130,000 to \$175,000

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 Sales Manager – North America must have good regional contacts and familiarity with various capital markets participants across the US and Canada. The role will report into the SVP – Global Head of Sales and will join an existing North American sales team working closely with pre-sales and marketing teams.

Key Responsibilities:

- Evaluating prospects and qualifying deals to pursue
- Ability to manage multiple concurrent sales engagements and co-ordinate the necessary internal resources.
- Presenting solutions and services to prospects - both technical and operational end user teams. Able to describe and discuss GoldenSource's product capabilities and value proposition with prospects and partners.
- Managing C-level meetings and complex high value sales engagements.
- Manage all aspects of the sales lifecycle, including building an active pipeline, price discovery, developing client proposals, arranging demos/proof of concepts, reviewing RFIs and RFPs and creating commercially successful long-term relationships.
- Using the firm's CRM to track deals and adhere to the sales process.
- Prospecting via candidates established contacts/network in US/Canadian Capital markets – end clients, consultants, eco system platforms and also via the GoldenSource inside sales team.
- Expanding business in existing clients (7-10 named accounts) in addition to new logos. This will involve working collaboratively with Account Manager(s) covering these accounts.
- Able to manage relationships with peers and managers as it relates to sales and marketing

Qualifications, Experience & Other Requirements:

Mandatory:

- 7 years overall client facing experience in roles such as sales, account management, presales, pro services, biz dev.
- 5 years of enterprise software sales in Capital Markets.
- At least 2 years selling specifically to middle/back office/operations in Capital Markets in any of the following:
 - Data management – EDM
 - Core Database Technology systems (AWS, Snowflake, Data Bricks, SAP Hanna etc.)
 - Reg/Client reporting
 - Analytics - Performance, Attribution etc.
 - BI tools
 - Accounting systems
 - Trading systems (OMS, EMS, PMS)
- Proven track record of managing complex enterprise software sales cycles
- Hitting quota
- Good deal qualifying skills and sales operations discipline
- Established contacts/network in US/Canadian Capital markets – end clients, consultants, eco system platforms
- Work with inside sales and marketing to prospect, but also able to prospect independently
- Ability to also Account Manage (farm) 3-5 existing logos in addition to pure sales

Preferred:

- Experience in any client facing roles in Eagle, IVP, MIK, SmartCo, StateStreet Alpha, IHS Markit (EDM), Bloomberg Polarlake, Broadridge Paladyne
- Professional Services implementation experience in Capital Markets/Fintech product firms
- Direct operations experience in middle/back office

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 sales team.

GoldenSource LLC is an equal opportunity employer.