InvestorCOM

Director, Business Development

REPORTS TO: CEO
LOCATION: USA
TERM: Permanent, Full Time

Position Summary

This is a highly entrepreneurial opportunity for an experienced SaaS technology sales professional in the wealth management industry.
The Director, Business Development will achieve sales objectives in their assigned target accounts and territory. They will initiate and develop the client relationship and be responsible for managing complex sales engagements from generating prospects, initial discovery through needs analysis to solutioning, proposal development, negotiating and contract signing. The successful candidate will be responsible for championing InvestorCOM's compliance platform in the US wealth management market.

Responsibilities/Duties

- Execute on a plan to achieve defined sales objectives.
- Provide accurate and timely reports/forecasts. Provide detailed and accurate weekly sales forecasting using Salesforce on current sales pipeline and expected levels of achievement.
- Achieve/exceed annual sales quotas on a consistent basis.
- Proactively identify and strategize ways to capture new accounts.
- Facilitate and perform product demonstrations.
- Manage each stage of a complex sale including prospecting, discovery, solution development, proposal development, negotiate, close.
- Develop strong internal working relationships with all functional areas within InvestorCOM.
- Maintain a thorough understanding of the wealth management industry, including industry trends, industry business processes, and primary competitors in their industry.
- Participate in networking events and strategically network through other customers and prospects.

> "We encourage a team-first culture where we all support one another. We also believe in building a company that feels like a family."

David Reeve
CEO, InvestorCOM

Attributes

- Experience with complex sales cycles in a FinTech/WealthTech marketplace.
- Compliance and regulatory knowledge particularly with Reg BI is a major asset.
- Must have an ability to understand and solve complex business problems, position, and articulate a vision with a corresponding solution to improve customers business processes and performance.
- A hands-on sales professional with a documented and proven ability to leverage sales training, scripting, and messaging to communicate a compelling brand message to prospective customers.
- Proven ability to write effective sales proposals.
- Ability to facilitate and present solutions.
- Demonstrate ability as an independent thinker, strong team player, and a person willing to drive for results to effectively and quickly close enterprise level sales.
- Get excited about influencing the culture of your assigned target firms.
- Expect to provide regular input on the market and client needs to the Product function.
- Adaptable to a fast-evolving dynamic organization.
- Ability to create demand and build consensus with prospective clients through consultative sales.
- Proven track record of effective communication and relationship building with C-level executives of leading financial services firms, including CCO, CEO, COO.

Education and Experience

- A minimum of 5 years of FinTech Enterprise Sales experience with a documented track record of sales success required.
- Documented success at selling an emerging market enterprise compliance technology solution.
- Bachelors Degree or equivalent.
- Experience with Inbound/Outbound Sales.
- Salesforce CRM experience for Sales Reporting/Forecasting.
- Very strong existing network in the Broker-Dealer community with a focus on compliance.

Who We Are

InvestorCOM is a compliance technology partner to leading global wealth management firms. Founded in 1992, and based in Toronto Canada, we have recently launched our US business focused on the new Regulation Best Interest (Reg BI). Our suite of Reg BI technology solutions uniquely positions InvestorCOM to address a broad range of requirements for mid-sized and large Broker-Dealers. This position is supported by our US team that includes marketing, product management, technology and regulatory strategy roles.

This role will be remote and for the short-term will involve limited visits with clients directly. Post-COVID, extensive travel to prospect and client offices will be key to sales success.

Apply today at **careers@investorcom.com**

Investorcom

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