

Award winning Paris based Financial Software Company in full expansion mode across Europe, Asia and the US is looking to develop its European sales effort.

ID'S (RFQ-hub) [[www.rfq-hub.com](http://www.rfq-hub.com)] is seeking a smart and motivated junior to sell innovative, cutting-edge IT solutions across Europe to a wide range of institutional clients focusing on derivatives products (Options, Forwards, Swaps..) across asset classes (Equity, Fixed Income, Commodities...).

- To reach and exceed sales targets by selling ID'S (RFQ-hub) solutions into Asset Managers, Private Banks, Investment Banks, Hedge Funds. You will manage the entire sales process to ensure the delivery against key performance metrics, with a string emphasis on new business sales, while expanding existing accounts.
- To formalize a go to market territory strategy and create qualified target account list.
- Pipeline development through a combination of cold calling, email campaigns and market sector knowledge/ intelligence.
- Create and maintain a sales pipeline to ensure over-achievement within the designated market sector(s).
- Engage with prospect organizations to position RFQ-hub solutions through strategic value based selling, business case definition, ROI analysis, references and analyst data.
- Manage the end to end sales process through engagement of appropriate resource.
- Daily update of CRM system with accurate customer and pipeline data.
- Accurate monthly forecasting and revenue delivery.

#### Desired Skills & Experience

- Relevant experience of selling within the financial industry either in Investment Banking or Information Software Vendor.
- Successful history of net direct new business sales, with the ability to prove consistent delivery against targets.
- Demonstrable track record of sales over achievement
- Fluency in English language.

#### Company Description

Launched in April 2009, ID'S (RFQ-hub) was developed to allow asset managers post multi-dealer bilateral requests for competing tradable quotes on equities and derivatives.

It offers to improve the current process for RFQ between sell- and buy-side companies for transactions: RFQ-hub helps reducing the operational risk by standardizing and automating the quote process and passing trades to/from internal systems, hence achieving Straight Through Processing.

RFQ-hub is also a reliable tool for analysing counterparts' "performance and services" demonstration Best Selection, Best Execution by tracking and recording all trading activity. It enables asset management companies to generate a detailed report on a bank's performance per product, region and sector.

In November 2010, the Deutsche Börse Group acquired a minority stake in ID's (RFQ-hub).

RFQ-hub are winners of FOW awards for Innovation 2010 for 'Best innovation by an IT or Software Firm for Options, Connectivity Services, and Silver Award – Trading & Execution'.

Permanent position

Salary: €45,000 + Incentive Compensation

Language: English required