

Come and join an award winning, fast-growing global financial technology company. We offer excellent benefits and opportunities to advance and learn alongside accomplished business and technology leaders.

Job title: Senior Sales Lead - Europe
Department: Sales
Salary: Competitive
Location: London

Job Description:

Torstone is seeking an experienced senior sales resource to support the growth of the business in Europe. The role will focus on building on the success Torstone has had in the UK and Northern Europe, since founding in 2012. The primary focus of the role will be to identify and drive new business within the desired target market. In addition to this, you will also need to develop a close working relationship with key partners in the region, in order to grow the solution footprint and take advantage of market trends. The territory will exclude the UK, Ireland, Netherlands and Germany, plus selected existing accounts. This is a direct new business sales, quota-carrying position offering base salary and competitive commission levels. This role will be part of the global sales team, covering the US, Europe and Asia. This role is likely to suit an individual who is self-motivated and wants to take an already successful business to the next level.

The main functions of the role would include:

- Identify and drive new business revenue by building and managing a qualified pipeline of opportunities
- Co-ordinate one-to-one client meetings with brokers, investment banks and other firms in the target market. Manage sales opportunities from first call through to closure
- Coordinating sales activity and engaging with other parts of the company to effectively manage the sales process.
- Coordinate pipeline and sales forecasting activities.
- Work with sales management to develop and execute account plans for target market accounts
- Develop and execute responses to queries from prospects and clients which may take the form of informal requests or more formal RFI/RFP documents
- Facilitate / undertake demonstrations and/or presentations of selected product offerings also working with pre sales to maximize client engagements
- Maintain accurate record of sales activity for all potential and existing clients within the territory using the internal CRM system (SFDC)
- Preparing commercial proposals for internal review and communicating to clients as directed
- Provide input to the generation of marketing materials and planning of marketing activities
- Working closing with our existing partners while also leveraging new partner relationships

Skills and Aptitude:

- Excellent oral and written communication and organisation skills
- Languages preferred – Spanish, French, Italian
- Dynamic, high energy sales professional with successful financial software sales experience into banks, brokers and other sell-side firms.
- Solid understanding of Back Office processing for the sell-side

- A capable, articulate, personable and energetic self-starter with strong communication and interpersonal skills.
- Experience of engaging at C-level, with a proven network at that level
- Team player with ability to work successfully within immediate team and the broader technical pre-sales and client support environment
- Driven, “make it happen”, entrepreneurial approach, built upon intellect, integrity, and creativity
- Ability to work the eco-system in an account, engaging at various levels both internally and with connected 3rd parties
- Ability to present and sell technology products in a business context
- Proven ability to negotiate and close enterprise level software license agreements.
- Excellent interpersonal and presentation skills.
- Ability to be independent and work on own initiative.

About Torstone Technology:

Torstone is a leading global provider of cross-asset post-trade securities and derivatives processing technology. We simplify the complexities of the post-trade landscape, by combining many decades of investment banking expertise with in-depth global financial market knowledge, to deliver an innovative, secure and scalable solution. Our modern, cloud-based, fully integrated technology platform enables our customers to spend less time on manual processing and maintaining regulatory compliance, and more time focusing on their business and their clients. Our aim is to help our customers drive revenue and greater operational efficiency, while reducing risk and enhancing business performance.

Headquartered in London, Torstone has offices in New York, Toronto, Hong Kong, Singapore, and Tokyo. We have a strong team of 90+ employees, servicing our growing global client base.