



Senior Sales Professional

Team

Global Sales Team

Reporting to

Global Head of Sales

Location

Based in Singapore, covering South East Asia

About Dion

Dion Global Solutions is a leading technology solution provider, partnering with global banking and financial institutions to optimize the processing of business operations and transform their customer experience. With over three decades of experience in building creative software solutions for wealth management; stockbroking; post trade processing; risk and compliance; FATCA, CRS and other tax compliances, we understand the needs of our customers and build customized solutions to address their specific requirements.

Dion Global's integrated front to back office software solutions are designed to meet the specific needs of investment management, retail and commercial banking, institutional trading and private client wealth management and stockbroking. With presence in 13 cities across 8 countries, we have grown into a leading global financial technology solutions provider. We have over 250 clients in 10 countries supported by a worldwide staff of 300, including more than 200 in product development.

Skills

- Significant experience in sales of complex business software / IT solutions
- In depth knowledge and experience of selling into FinTech space preferably in the back-office systems, Wealth Management and/or Tax Compliance domains.
- Proven track record in business application software sales.
- Demonstrated success with large transactions and lengthy sales campaigns in a fast-paced, consultative and competitive market.

Key Responsibilities

1) Sales of Software License and Maintenance services, Business Consultancy Services

- Annual Revenue - Achieve / exceed quota targets. A proven record of achieving and exceeding a matrix of product targets.
- Extensive experience of the commercial application of license, maintenance and professional services agreements as part of the matrix



- Define and present Dion solutions to the appropriate audience - CEO, COO, CIO, CFO, Compliance.
- Ability to review and evaluate a client's workflow and their business objectives. Recommend changes and solutions to create value and efficiencies to support the client's objectives.
- Trusted advisor - Establish strong relationships based on knowledge of customer requirements and commitment to value (value of counsel and expertise, value of solutions, value of implementation expertise).
- Customer Acumen - Actively understand each customer's technology footprint, strategic growth plans, technology strategy and competitive landscape.
- Review public information (e.g. new executive appointments, earnings statements, press releases) for the company and its competitors to remain updated on key industry trends and issues impacting the prospect.
- Business Planning – Develop and deliver comprehensive business plan to address customer and prospects priorities and pain points.

2) Demand Generation, Pipeline and Opportunity Management

- Goal driven – Establish new client meetings – Set and deliver meeting and presentation agenda – Actively monitor/follow up all relationships
- Pipeline planning - Follow a disciplined approach to maintaining a rolling pipeline. Keep pipeline current and moving up the pipeline curve.
- Pipeline partnerships – Leverage support organizations including Marketing, and build Partnerships and channels to funnel pipeline into the assigned territory/accounts
- Leverage Dion Solutions – Be proficient in and bring all Dion Solutions offers to bear on sales pursuits
- Advance and close sales opportunities - through the successful execution of the sales strategy and roadmap.
- Support all Dion promotions and events in the territory

3) Seeking out major clients and forming working relationships with the premier buyers in our industry.

4) Identifying valuable emerging markets

5) Accurately forecasting future sales and forming sales plans to adapt to constant shifts in the marketplace

6) Implementing best practice in sales techniques.

7) Serving as a business representative at major industry events, conferences, trade shows, and expositions

8) Foreseeing and avoiding stagnation in the marketplace

9) Forming sales strategies to keep Dion competitive and innovative