

Sales Executive

Team

Global Sales Team

Reporting to

Global Head of Sales & Marketing

Location

Sydney, Australia

Skills

- 10+ years of experience in sales of complex business software / IT solutions
- In depth knowledge and experience of selling into FinTech space
- Proven track record in business application software sales.
- Experience in lead role of a team-selling environment.
- 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. Identify, sell and win new sales.
- Extensive experience of the commercial application of licence, maintenance and professional services agreements as part of the matrix
- Define and present Dion solutions to the appropriate audience - advisers/traders, COO, CIO, Compliance & CEO
- 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 understands 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 – Maintain sales force CRM
- 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

About Dion

Dion is a trusted technology provider to the financial services industry. It delivers a comprehensive range of solutions to clients that operate throughout the financial markets. Dion draws on its presence across the markets, the depth of its global expertise and the breadth of its product development resources to serve the specific and localized needs of financial services firms. The company has over 500 clients in more than 80 countries supported by a worldwide staff of over 600, including more than 250 in product development. Dion's solutions span investment, retail and commercial banking, institutional trading and investment and private client wealth management and stockbroking.