

## Sales Executive

Eze Castle Integration (ECI) is the leading full service IT consulting and implementation firm providing complete technology solutions to elite financial services companies, such as hedge funds, private equity firms and other specialty investment management firms. Already, more than 500 hedge fund companies - managing more than \$200 billion in assets - rely on Eze Castle Integration to be their "virtual CTO" and single source of IT and telecommunications infrastructure.

We are currently seeking a Sales Executive to help us grow our business in the London market. Eze Castle provides comprehensive IT services to the U.K. hedge fund community and helps its U.S.-based clients globalize their IT infrastructures. The company has continued to enjoy significant growth across in this region and anticipates enormous growth. The ideal candidate will have experience selling into the financial services market – specifically with hedge funds would be a big plus. The successful candidate will play a key role in selling industry leading solutions and must be a self starter capable of expanding a new territory without local management oversight. This position will be challenging and educational as well as having excellent earning potential.

### Position Description:

- Actively prospect new opportunities within the financial services market including broker-dealers, hedge funds, fund-of-funds and asset managers.
- Develop relationships with key decision makers and influencers at all levels within the organization.
- Present ECI products and services to all levels and position the benefits of each depending upon the audience.
- Ability to understand the business challenges the prospect faces and effectively position ECI's solution(s) and/or partners.
- Present, negotiate and close contracts with prospects
- Work as a team player and keep open lines of communication with the service delivery team to ensure customer satisfaction
- Create and maintain sales funnel, monthly prospecting reports, and forecasts.
- Maintain client interaction using ECI's CRM solution – salesforce.com

### Qualifications:

- Significant outside sales experience
- Proven understanding of selling technology solutions
- Strong lead networking/prospecting experience
- Specific experience selling to financial services a must – hedge fund experience a plus
- A proven sales track record and measured success in sales and account management is required
- Maturity and professionalism
- Strong written and verbal communication skills
- Self-starter
- An entrepreneurial spirit and experience
- Enthusiasm and a positive attitude

We offer competitive salaries and our generous benefits package which includes Private Medical Insurance, Group Life Assurance, Group Income Protection, Pension Scheme and Travel Insurance. Come work for the leader in cutting edge technology and see for yourself how we value our clients and employees alike. To learn more about ECI, visit us at [www.eci.com](http://www.eci.com).