



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 \$300 billion in assets - rely on Eze Castle Integration to be their "virtual CTO" and single source of IT and telecommunications infrastructure. To learn more about ECI, visit us at [www.eci.com](http://www.eci.com).

**Title: Sales Executive**

The Sales Executive is responsible for helping us grow our business in the New York/CT market. The company has continued to enjoy significant growth across all regions and anticipates enormous growth from the New York/CT region. The ideal candidate will have experience selling into the financial services market – specifically with hedge funds would be a 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.

**Responsibilities Include:**

- 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 organizations.
- Present Eze Castle Integration 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 Eze Castle'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 Eze Castle's CRM solution – Salesforce.com.

**Position Requirements:**

- Minimum of five years outside sales experience.
- Proven understanding of selling technology solutions.
- Strong lead networking/prospecting experience.
- Specific experience selling to financial services is 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
- Enthusiasm and a positive attitude.

We offer competitive salaries and our generous benefits package includes health and dental insurance at great employee rates (Harvard Pilgrim in alliance with United Healthcare PPO), life insurance, short/long term disability, paid time off and holidays, a 401K plan and performance incentives. Come work for the leader in cutting-edge technology and see for yourself how we value our clients and employees alike.

Eze Castle Integration is an Equal Opportunity Employer.

To apply for the position above, please click [here](#).