

Sales Manager at RDC (Regulatory DataCorp)

Location: Metro New York (Greater New York City Area)

URL: <http://www.rdc.com>

Job Description

Job Description: As a full-time Sales Manager, your primary responsibility will be the ownership of the new business sales cycle, which includes prospecting, engaging, and closing of new accounts and new business within existing accounts, as defined within RDC target markets.

Success Factors: To be successful in this role, the qualified candidate is expected to:

- Understand the processes and issues related to compliance, risk, and the regulatory environment, as it relates to Financial Services organizations.
- Possess specific experience and understanding of the data, technology and business processes used to address the needs attributed to RDC target markets.
- Communicate the RDC value proposition and benefits in an impactful manner, at various levels of seniority within an account.
- Demonstrate experience at managing a complex sales cycle, creating compelling events, within a solution oriented approach, which lead to closed revenue and attainment of goals.
- Experienced a moving within a fast paced environment, leveraging expertise and knowledge across the organization, fostering collaborative ideas and deliverables.

Skills

Responsibilities: You will report to the SVP of Global Sales and Marketing. Working as part of the Sales and Marketing organization, key responsibilities may include:

- Territory development.
- Reporting; including CRM (SalesForce.com), spreadsheet, direct.
- Deep understanding of RDC solution, positioning, and benefits.
- Maintaining a level of pipeline as defined and required by reporting manager.
- Closing new business in order to attain assigned quota.
- Maintain client relationships.
- Management of contracting process.
- Work with strategic partnerships.

Mandatory Skills and Experience:

- A minimum of 7 years experience in a Sales function, associated with value based solutions marketed to Financial Services Industries.
- Experience operating in growth based, private technology firm.
- Bachelor's degree or higher.



Target locations for candidates: New York Metro area.

RDC offers competitive compensation and benefits, a fast-paced and collegial work environment with an exciting and experienced group of colleagues. If you think you have what it takes to become an integral part of our dynamic team, please forward your resume, cover letter and salary expectations to: cbeynon@RDC.com or fax to 302-777-5590 or mail to RDC, 1007 N. Orange St, 4th. Floor, Wilmington, DE 19801, www.RDC.com

We are an Equal Opportunity Employer dedicated to fostering diversity in the workplace.

Company Description

Regulatory DataCorp (RDC) is a world leader in the provision of comprehensive global risk relevant information database, GRID, required for due diligence, compliance and regulatory reporting requirements for both public and private sectors.