

JOB DESCRIPTION

Director, Sales, Buyside Investment Management



Overview: The Director, Sales, Buyside Investment Management, reports to the Managing Director, Head of Sales & Product Development, and is responsible for driving adoption of Eris SOFR Swap futures with the investment management space. Working remotely, with necessary travel, she/he will join a collaborative sales team focused on accelerating Eris SOFR Swap futures adoption through direct outreach, attending conferences and creating marketing deliverables. The successful candidate will have sales experience, to or within the investment management industry, bringing an existing network of contacts and an understanding of the use of interest rate swaps and futures by investment managers. She/he will have a history of initiating prospect pursuits, driving sales outcomes, following up meticulously, and thriving in an entrepreneurial environment where self-starters work independently and collaboratively in teams.

Responsibilities

1. Direct Sales: Identify, engage, and convert prospective end users of Eris SOFR Swap futures.
 - a. Client focus: Fixed income asset management industry (REITs, private equity/private credit funds, insurance investment management, hedge funds, institutional asset managers).
 - b. In-person interactions, conferences, video meetings, e-mails, and phone calls.
2. Develop sales channels: Motivate and grow bank and futures desk sales channels through which Eris SOFR Swap futures will be transacted with this account base. Cultivate and leverage key channel partners to multiply sales efforts to asset manager targets.
3. Relationship management: Nurture ongoing relationships with clients who use Eris SOFR. Develop repeatable cadence for continued client engagement.
4. Prospect/client profile maintenance: Be diligent when tracking client profiles in customer relationship management (CRM) system.
5. Marketing support: Launch campaigns and help design marketing materials that will pique the interest of traditional institutional fixed income investors and the sales channels covering these clients.

Experience and characteristics

1. Requirement: Awareness and understanding of investment management and its use of interest rate swaps and futures. Must bring existing knowledge and extensive personal network in the client sector.
 - a. Not for entry-level candidates.
 - b. While candidates from all professional backgrounds will be considered, experience in prime brokerage sales, swap dealer capital markets sales, listed futures and options sales, experience using Bloomberg, and/or fixed income technology sales is advantageous.
2. Sales-first personality: Outgoing, lively conversationalist with an ability to influence. Someone others want to be around even when they know you're selling something. Dogged determination and relentless sales mentality.
3. Self-motivated, organized, detail-oriented: Follow up meticulously, maintaining a pipeline of clients at all stages of the adoption process.
4. Team orientation, frequent communication, documentation of sales call activity.
5. Ability to create sales and marketing deliverables.

Location: Remote (based in continental United States).

Travel: As-needed. Likely 6-8 trips per year to participate in conferences and visit prospects and/or customers

Compensation: Competitive salary. Paid time off. 401k. Insurance benefits.

Application process: Email careers@erisfutures.com with resume/CV as attachment.



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