

Business Development Representative

We're seeking salespeople to join our growing team! The ideal candidate will be a self-starter with a 'can do' attitude. They must be organized, have a client-first mentality, professional, personable, proactive and both independent yet a team player. General knowledge of the financial services industry is important. Specific knowledge of registered investment advisors and their technology tools is a plus.

Primary Responsibilities:

- Generate appointments by means of proactive outbound prospecting
- Consult with financial advisory firms with the purpose of learning about their current technology
- Determine if Advyzon would be a potential solution for their firm by questions about operations, process, current solutions, while understanding and uncovering pain points

Additional responsibilities include assisting senior team with marketing campaign design and implementation, helping prospects with Advyzon trial subscriptions, and various sales related administrative tasks.

Advyzon was recently named to the "Best Places to Work in Fintech" list.

Skills/Qualifications:

- Candidates should have general knowledge and/or experience in financial services
- Excellent verbal and written communication abilities
- Ability to deliver professional presentations
- Strong organizational skills
- Team player
- Ability to work independently

Skills: Sales, Sales & Marketing, Time Management, Business Development, Communication, Qualifying Prospects, Social Influence, Marketing, New Leads, Interpersonal Skills

Level of education: Bachelor's Degree

Please send your resume to Kelly.Fitzpatrick@advyzon.com