TradingHub

Sales Associate (New York)

Occupational Areas: Financial Analytics, Banking & Investment, Technology, Data, Computer Science
Salary Range: Competitive
Location: New York

About TradingHub:

TradingHub is a rapidly expanding Financial Services Technology (FinTech) company founded in 2010. Its Headquarters is in London and it has further offices in New York, Hong Kong and Toronto.

We build cutting edge, AI-assisted, trade analysis software for our clients which consist of banks, hedge funds, asset managers and other financial services institutions. Our products are used by these organisations to detect financial crime and enhance business performance based on the client's day to day trading data.
These products include:

- Best execution analysis
- Trader performance profiling and enhancement
- Insider trading and market abuse detection
- Rogue trader detection

Our products are market leading in each category:

- Advanced analytics and machine learning algorithms allow us to perform statistically rigorous analysis of all asset classes uniquely
- We use in-house programming languages, optimised for fast and complex analysis of large trade volumes
- All our tools have an intuitive user interface (built using in-house programming languages) that make it very easy for our clients to access our analysis

We view ourselves as a disruptive FinTech company that is nimble enough to move fast, innovate quickly and provide a premium level of client service and support.

Summary of role:

You will play a fundamental role in growing TradingHub's business in North America by acquiring new clients and increasing revenues.

Responsibilities:

- Research the client base and associated ecosystem to identify key players
- Develop and maintain relationships with a continually expanding network of prospects
- Source new sales opportunities via inbound leads, cold calls and emails.
- Build a solid understanding of the TradingHub tools to perform online demonstrations and explain complex concepts.
- Arrange and hold regular visits to pitch to prospects.
- To work with global colleagues to build a pipeline, to further develop opportunities and close deals.

From time to time, you may be asked to assist with existing clients, in which case your duties will include:

- Arranging and conducting review meetings with clients.
- Assisting with product issues and escalating to technical teams when necessary.
- Supporting and educating clients about new products.

Requirements:

- at least 2 years' experience in new business sales
- Confidence in pitching ideas, persuasive when overcoming objections.
- Excellent written and spoken English.
- Interested in FinTech or RegTech.
- A self-motivated and goal-oriented person who thrives under pressure.
- Open to working in a tight-knit team to win business.
- Able to build relationships with new people.
- Possess a keen commercial sense to identify and realise opportunities.
- Able to work with clients to solve problems.
- Organised and punctual.

Desirable experience:

Whilst not essential, it would be worth mentioning if you had experience in the following areas:

- Previous experience within a financial markets or Fintech environment.
- Broad understanding and experience of financial instruments across multiple asset classes.
- Concrete examples of adding value to a company.

If this is of interest to you, please send a covering letter and a CV to careers@tradinghub.com
TradingHub is committed to providing equal opportunities and supporting diversity in employment. Diverse teams are the best teams.