

JOB OPPORTUNITY

VELA
connect · deliver · enable



SALES ENGINEER

Location: London

Vela is a leading independent provider of trading and market access technology for global multi-asset electronic trading. Our software enables clients to rapidly access global liquidity, markets, and data sources for superior execution. We help firms successfully differentiate and innovate in an ever-changing, increasingly-regulated and fiercely-competitive landscape, while also reducing total cost of ownership.

Vela's ticker plant, execution gateways, trading platform, and risk and analytics software deliver a unique, ultra-low latency technology stack to simplify and streamline electronic trading. We leverage the latest innovations in technology to deliver cutting-edge performance, features and reliability. Our modular stack provides access to a comprehensive set of trading, data and risk APIs and can be delivered as-a-Service from multiple co-location data centers globally.

With access to more than 250 venues, Vela provides global coverage across all major asset classes. Clients are supported by an award-winning team of technical and business experts available 24x7 from our multiple offices in the US, Europe, and Asia. Vela's clients include traders, market makers, brokers, banks, investment firms, exchanges, and other market participants.

Key Accountabilities

- Gather and understand the business and technical requirements of our prospects and clearly communicate these internally as required in writing, so a solution can be provided that meets the customer's needs.
- Provide technical responses for proposals, RFPs and RFIs.
- Deliver product demonstrations, build proof-of-concepts, and custom product environments to showcase the product to aid a successful sale.
- Support the technical needs of Vela's customers and resolve technical issues, along with engaging them on any additional issues problems or opportunities regarding Vela's products and services.
- Proactively manage own tasks and projects to agreed deadlines and clearly communicate these both to the customer and internal teams as required.
- Work closely with the Product to provide the correct solution for both the customer and Vela.
- Build and maintain strong professional relationships with the Engineering team ensuring that our integration processes run smoothly.
- Represent Vela at meetings, tradeshows and conferences. Helping to identify new business opportunities both with existing clients and prospects.
- Travel: local, regional and international (<50%)



Knowledge, Skills & Experience Required

- 3+ years of customer facing experience as a Sales/Support Engineer or Solutions Architect
- Previous experience working within a data/software vendor, exchange or trading firm
- Industry knowledge and understanding of financial markets and related terminology
- Knowledge of scripting languages and/or development languages, for example, Python, C++, Java
- Knowledge of mark up languages particularly XML
- Excellent oral and written communication skills with the ability to convey technical concepts to audiences of various levels.
- Execution-oriented initiative and with the ability to drive decisions to customer satisfaction
- Excellent written and verbal communication, and strong presentation skills
- High proficiency with Microsoft PowerPoint, Word, Visio and Excel
- Knowledge of Vela products is a plus
- Minimum of a degree (or equivalent) in either computer science or related subject or equivalent experience

Further Information:

For more details on our organization, please visit our website: [TradeVela.com](https://www.TradeVela.com)

Vela Trading Systems is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, or protected veteran status and will not be discriminated against on the basis of disability.