

JOB OPPORTUNITY

V E L A
connect · deliver · enable



SALES REPRESENTATIVE

Location: New York

Overview

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.

Job Profile

Vela is currently seeking a talented Sales Representative who will act in a traditional Lead Generation role to help grow the business. This is a mid-level role but a high-profile position for an assertive self-directed individual seeking to fast track their sales career. Candidates must be able to hit the ground running and produce immediate results. Our Sales Representatives are the core function of our business. Sales Representatives identify, initiate, and nurture relationships, both over the phone and via e-mail, with decision makers and qualify sales opportunities for our Sales Directors. Our Sales Representatives generate sales-ready leads with the help of a great sales support team.

This role is ideally suited to a self-motivated individual who relishes being at the forefront of business activities and thrives on their own successes and those of the team and organization.

Key Accountabilities

- Collect and record the contact information of prospects and leads
- Navigate corporate structures to identify decision makers and determine buying process
- Identify prospect's business needs and goals to determine solution
- Work closely with Sales Manager to increase close ratio and number of new customers
- Able to build strong networks in and outside the organization
- Strong communication and organizational skills



Knowledge, Skills & Experience Required

- At least 3-5 years of client relationship, account manager, sales, or transitional experience in fintech trading software product management or client support
- Understanding of either market structure, equities, derivatives, or fixed income required
- Excellent time management skills
- Ability to multi-task and prioritize under pressure, while maintaining high quality output and meeting deadlines
- Strong presentation skills
- Attention to detail in all aspects of work is essential
- Confident communicator
- Logical and methodical at troubleshooting
- Good appreciation of the Sales cycle (previous sales/client support or product management experience an advantage)
- Understanding of financial markets and related terminology

Further Information

For more details on our organization, please visit our website: 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.