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time type

Full time

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job requisition id

R0038684

The role of the Junior Real-Time Proposition Sales Specialist, within the high performing Enterprise team, will focus on Data Feed solutions primarily into Financial Institution`s

Front and Middle Office operations. The successful candidate will have the opportunity to work across EMEA and with that build up in-depth customer and market insights.

The Real-Time Proposition elements are:

- Real-Time Data & Platform Solutions
- Real-Time Trade analytics
- Tick History Solutions
- Cloud Propositions

Key responsibilities:

- Deliver customer demonstrations on their specific propositions
- Effectively work across matrixed functions, Product, Marketing, Account Management and external partners
- Major emphasis on opening up new business, both within existing accounts and new customers.
- Assist in key retention situations as required.
- Manage pipeline and opportunities
- Grow Refinitiv's Real-Time market share

Required skills and Experience

- Knowledge of the Financial market
- English and either German or French
- Presentation skills (verbal&written)
- Selling experience an advantage
- Highly driven and self motivated
- Creative problem solver
- Strong listening and interpersonal skills.
- Interest in technical solutions (Cloud, APIs)

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