

Sales Team Manager

Location: Zurich, Switzerland

Start Date: Available immediately or upon agreement

If you are interested in starting a career in a global company, please click [here](#) to submit your application. We only accept applications submitted via our internal recruiting form.

About RepRisk

Founded in 1998 and headquartered in Switzerland, RepRisk is a pioneer in ESG data science that leverages the combination of AI and machine learning with human intelligence to systematically analyze public information and identify material ESG risks. RepRisk's flagship product, the RepRisk ESG Risk Platform, is the world's largest and most comprehensive due diligence database on ESG and business conduct risks, with expertise in 20 languages and coverage of 140,000+ public and private companies and 35,000+ infrastructure projects. For more than a decade, the world's leading financial institutions and corporations have trusted RepRisk for due diligence and risk management across their operations, business relationships, and investments. To learn more, please visit www.reprisk.com.

Job Description

We are looking to hire an experienced Sales Team Manager to expand our global business. This individual should have a minimum of 5 years of sales experience and has shown consistent outperformance in achieving his/her annual quota.

The Sales Team Manager and his/her team play an important role in supporting RepRisk's growth and global reach by being the main point of contact for all new business as well as parts of cross-selling activities. Working together with the EVP Sales & Marketing, the Sales Team Manager will be responsible for origination of 5/6 digit deals.

The Sales Team Manager is a full-time position and is part of our Sales & Marketing division and reports to the EVP Marketing & Sales, based in Zurich, Switzerland.

His or her primary responsibilities are as follows:

- Manage a growing global team of Senior ESG Advisors across three continents to deliver profitable growth
- Strong ability to coach Sales team members to advance deals, remove obstacles, and shorten the sales cycle

- Focus on driving new business as well as supporting strategic cross-selling, working closely together with Head of Sales & Marketing to achieve the team's targets
- Create a culture of success and ongoing business and goal achievement
- Collaborate with RepRisk's internal partners to ensure delivery of mutual obligations, from CRM and Research, to IT and Legal
- Liaise with RepRisk's Client Solutions team to deliver valuable inputs from the market

Candidate Profile

You are a strong leader and know how to successfully manage a geographically distributed sales team in the fast-growing stage of a business.

You are people-oriented and results-driven, have demonstrated presence and energy in past positions or projects, and maintain a pragmatic outlook without compromising quality. Getting up and running quickly in different areas of business and working and communicating across cultures should be among your established skills. You have strong analytical skills, work confidently with a variety of software, and have an affinity for technology.

The position requires strong self-management and the ability to deliver agreed-on tasks and to manage expectations even when under pressure. Very importantly, you are willing to go the extra mile to achieve the best outcome for RepRisk and our clients.

Last but not least, you are passionate about ESG issues and strive to achieve something meaningful.

You are expected to be proficient in English and be able to work confidently with a variety of software and office tools. Having an understanding of the financial market, types of institutions, and their offering as potential clients of RepRisk is required. To succeed in this role, it is a pre-requisite to be proactive, solution-oriented, and independent in order to get up to speed quickly on the different tasks and responsibilities.

Experience

- Former experience as team lead is mandatory
- Successful 5+ years sales experience and have shown consistent outperformance
- Experience selling data solutions to financial services firms, particularly asset managers, banks, or insurance providers, would be an advantage
- Successful experience utilizing a CRM to manage team sales tasks, pipeline, and closing
- Individual contributor with proven track record of taking deals from lead to closing
- Skilled at building rapport and understanding business requirements of senior decision makers

- Excellent oral and written communication skills in English are a must, additional languages a plus
- Strong skills in PowerPoint and Excel are a must

What we can offer

- Being part of a growing, experienced team that will offer support and the opportunity to enhance your skills and knowledge
- Entrepreneurial and dynamic work environment with a young and motivated international team within an established company setting
- Open and flexible workplace
- Opportunity to make a significant contribution to the ESG field.

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