

# Sales Executive

Full-time position in Frankfurt (Germany)

Starting date: by agreement

Please click [here](#) to submit your application.

## About RepRisk

RepRisk is a data science company working to make the business world more transparent. We leverage AI and machine learning with human intelligence to systematically analyze public information and identify material ESG (environmental, social, and governance) risks. As a pioneer in the field of ESG data, we serve as a reality check for how companies conduct their business around the world – do they walk their talk when it comes to human rights, labor standards, corruption, and environmental issues? For almost 15 years, our highly-trained analysts have labelled millions of documents in 20 languages used for supervised machine learning, and continue to build the largest dataset on ESG risks covering 165,000+ public and private companies, and 40,000+ infrastructure projects. The world's leading financial institutions and corporations have trusted RepRisk for due diligence and risk management across their operations, business relationships, and investments. As a team member at RepRisk, you are on the cutting-edge of using data science and machine learning as tools to make real change in the world. To learn more, please visit [www.reprisk.com](http://www.reprisk.com).

## Job Description and Responsibilities

The Sales Executive plays an important role in driving RepRisk's sales in Germany, focusing on the key growth client segments of banks, insurance companies, asset managers, asset owners, and non-financial corporates. As a key player in our dynamic and international sales and marketing team, you will:

- Develop and define sales strategies to achieve or exceed the company's sales goals
- Develop a sustained pipeline of accounts and drive RepRisk's sales in the German financial market
- Analyze client needs and recommend RepRisk solutions that best fulfill those needs
- Develop, write, and deliver value-based sales proposals and respond to client RFPs and RFIs
- Negotiate contracts and work closely with sales and client relationship management teams
- Use Salesforce to provide timely and accurate reports of activity and sales intelligence
- Travel within the EU to attend client meetings, events, and conferences.

## Candidate Profile

As a pioneer in a field undergoing unprecedented growth, RepRisk wants you on our team to accelerate and maximize that growth and grow with us as an industry leader. We are a team driven by a shared vision of leveraging data to make the world a better place, and we want you to join us in achieving that vision. We are excited to see the following candidate excel in this role and grow with us:

- Outgoing, openminded, and curious
- Highly organized and highly motivated
- Results-driven and self-starting
- A collaborative team player with a unique perspective

## Education and Experience

- A Master's or Bachelor's Degree
- At least 5 years of proven experience in Sales
- English and German languages

## What we offer

- An entrepreneurial, international, and dynamic work environment
- Cutting edge systems and technology at the interface of machine learning and sustainability
- A shared mission to drive accountability and responsible behavior of companies, thus creating positive change
- Long-term employment opportunity at an established and growing global company
- Flexible working hours and arrangements.

Please note: work authorization for the respective location is required.

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