JOB DESCRIPTION

Sales Specialist, Workflows – Treasury / Global Markets

Domain	Treasury / Global Markets	**Career Stage**	Senior Associate
Solution Focus	Workflows Solution	**Reporting To**	Sales Director

Role Overview

The Sales Specialist, Workflows – Treasury / Global Markets is responsible for driving end-to-end sales execution, pipeline generation, and C-level client engagement across Indian financial markets. Operating at the Senior Associate level, this role manages opportunities from initial lead identification through contractual, legal, and technical closure while aligning Workflows solutions with clients' short- and long-term strategic priorities.

Key Responsibilities

- Take opportunities from identification to close, including the management of all contractual, legal, and technical requirements.
- Understand the value propositions, competitive positioning, and key selling points of the Workflows Solution.
- Demonstrate an energetic and proactive attitude towards learning, pipeline generation, and sales execution.
- Discuss and understand client requirements, business priorities, and strategy.
- Demonstrate a mindset aligned with customers' short- and long-term strategic aims.
- Generate leads through engagement with key stakeholders within customers as well as awareness and attendance of industry events and seminars.
- Develop direct, high-level customer relationships (especially C-level) with decision-makers and influencers across customers and third parties.
- Demonstrate services effectively and clearly position the strengths of our propositions.
- Keep fully up to date with product developments and roadmaps.
- Plan and prioritize sales efforts to ensure that potential future leads are followed up at the appropriate time.
- Develop and manage a pipeline of recurring and outright opportunities and update information on items within CRM systems, keeping orders and information flow accurate and up to date.
- Develop and maintain an in-depth understanding of the activities, propositions, and threats posed by competitors in this space.
- Work closely with business divisions to provide meaningful customer feedback and engagement opportunities.
- Provide regular, meaningful, and structured feedback on all activity and customer issues to the Sales Director.

Candidate Qualifications & Profile

- Proven track record in selling a product.
- Strong cross-asset product knowledge across FX, Fixed Income, Commodities, and Money Market.
- Excellent knowledge of Indian financial markets and market trends.
- Proven ability to identify and develop relevant key customer relationships.
- Excellent consultative sales skills and proven techniques for negotiating complex agreements.
- Excellent communication skills and the ability to perform in a high-visibility, pressured environment to win high-impact change programs with multiple touchpoints within the customer environment.
- Strong team player and effective communicator.
- Self-motivated individual with a proven sales track record.
- Determination, tenacity, self-motivation, and willingness to put in the extra effort to succeed.